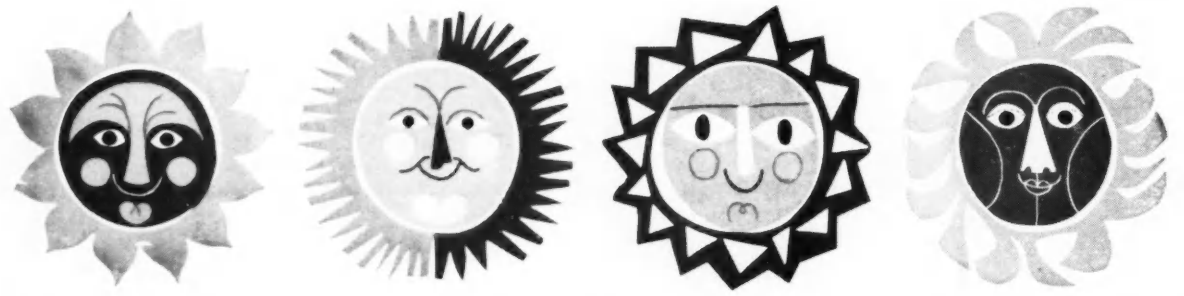
Board of Trade Journal

Volume 194, No. 3714 Published by Her Majesty's Stationery Office 24 May 1968

COUNTY REFERENCE LIBRARY
COUNTY OFFICES,
WALTON STREET,
AYLESBURY.

2s. 0d. net



Day after day after day after day after day
Jet after jet after jet after jet after jet after je

Seaboard World Airlines
delivers the goods
All-cargo flights between
UK and USA

NOW YOU GET EVEN MORE FROM

SEABOARD WORLD AIRLINES

Call or write Seaboard World Airlines
at Berkeley Square House, London, W.I., 01-629-1118
Offices in Birmingham, Manchester,
Belfast, Glasgow and Shannon.

Board of Trade Journal

VOLUME 194, NO. 3714, PAGES 1565-1632 24 MAY 1968
PRICE 2*s.* 0*d.* NET. SUBSCRIPTION INCLUDING POSTAGE £6 12*s.* 8*d.*

Editorial Address:
Board of Trade Journal, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1. Tel. 01-222 7877

Learning the language of export success 1567
Hotel development incentives 1569
All-party delegation of Yorkshire MPs visits President . . . 1569
Consideration of mergers by the BoT 1569
Appointments to Council of Industrial Design 1570
Applications for temporary exemption from import duty . . 1570
Annual Report of IRC 1570
The effect of automation on society 1571
Guidance on going metric 1571
Distributors' margins of some consumer goods referred to PIB . 1572
BoT to build new factory for aircraft firm in Scotland . . . 1572
Mr. Wedgwood Benn opens new Goodyear factory in Northern Ireland 1572
Clover Industries move to Consett 1572
A third new paper tissue mill opened at Barrow 1572
Safety poster for the boardroom 1572
Patents endorsed 'Licences of Right' 1572
Prime Minister congratulates export journal 1574
Nottingham exporters hold conference 1574
'Australia Now' – conference in June 1574
The 'EFTA' Bulletin for May 1574
Commonwealth Chambers of Commerce meeting in London . . 1575
CBI Annual Report for 1967 1575
Engineering firms' trade mission to Denmark 1575
British Commercial Representatives Overseas: Amendments . . 1575

Aviation and Shipping
Air cargo – in total 1577
Israel shipping chief visits UK 1579
Third London airport inquiry 1579
Parliamentary answers on aviation and shipping 1580

Parliamentary Answers 1582

Reports on Science Abroad 1583

Government surplus sales by auction 1585

STATISTICS
The economy: selected indicators 1587
United Kingdom trade in April 1588
Output of the wool textile industry and production in the cotton industry 1592
Business Monitor: Production Series 1592
Census of Production for 1963 1592
Orders in the textile and clothing industries 1593
Index of industrial production for March 1593
Turnover of the motor trade in March 1594
Registrations of British and foreign films 1595
Electronic capital equipment output tops £400 million . . . 1596

EXHIBITIONS AND FAIRS
Mrs. Dunwoody to see British industry at Poznan 1597
50 UK firms at Oslo shipping show 1597
Display showrooms for British goods in Los Angeles . . . 1598
Letter stickers for Stockholm Week 1598
Japan – a market British firms cannot ignore 1599
Growing interest in British goods since Lyons Week . . . 1599
'William Shakespeare' for Stockholm Week 1599
British goods in Canada's London 1599
Finnish exhibition for London 1601
Analytica at Munich 1601
Export theme at Mechanical Handling Exhibition 1601
Festival of London Stores gets under way 1601
9,431 visitors from 80 overseas countries visit IEA show . . 1602
Foggia Agricultural Fair 1602

OVERSEAS TRADE AND EXPORTS
Trade prospects in Angola 1603

TRADE AND FINANCIAL ARRANGEMENTS
UK aid to developing countries. Double taxation. Iran and Hungary. Denmark and East Germany. Benelux and Bulgaria. Renewal of Benelux trade agreement. Hints to businessmen visiting India . 1605
Information for exporters 1606
Export tours 1610
Export orders 1611

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Details of tariff changes. Special Advisory Authority inquiry. Tariff Board inquiry 1620
Barbados: Import licensing arrangements 1627
Canada: 'Made in Canada' ruling 1629
Ceylon: Tariff amendments 1619
Cyprus: Certificates of origin and consignment 1617
European Economic Community: Common organization of the market for cattlemeat, cereals, rice, sugar, oils and fats, poultry and poultry meat, pigmeat, milk and milk products. Sanitary measures for intra-community trade in fresh meat, pigs and cattle. Harmonization of customs legislation in the EEC. Trade in processed products with a fruit and vegetable base. Tariffs in the European Economic Community. Trade in the agricultural products as listed in Annex II to the Treaty of Rome. Further translations of EEC regulations 1613
France: Transport of perishable foodstuffs 1617
Iran: Import regulations 1617
Jamaica: Import licensing arrangements 1627
Malawi: Suspension of duties 1617
Norway: Temporary exemptions from import duty 1617
Portugal: Amendments to customs tariff 1616
Rhodesia: Customs tariff changes 1619
South Africa, Republic of: Customs tariff changes 1618
Switzerland: Imports of fresh, chilled or frozen meat and meat products of ruminants and pigs 1617
Tanzania: Import licensing regulation 1619
Trinidad and Tobago: Import licensing arrangements . . . 1627
United States: Fair Packaging and Labelling Act – soft drinks in bottles. Federal motor vehicle safety standards – tyres for passenger cars 1629

INDEX TO STATISTICS 1631
Subscriptions, Advertisements, Reprints 1632

Front cover photograph

To commemorate the 50th anniversary of their Danish agents, Tayside Floorcoverings Ltd. of Newburgh, Fife, Scotland, recently arranged a personal delivery of contract floorcoverings from their factory to customers in Denmark by a vehicle from their lorry fleet. The delivery crew in colourful tartan dress are shown in the photograph with the Provost of Newburgh at the start of the journey to Denmark, where they were enthusiastically received. Substantial quantities of floorcoverings are shipped to Denmark and many countries throughout the world by this Scottish manufacturer.

Far East Shippers!

Want a broad shoulder to cry on occasionally?

It's time you shipped more with P&O

Shipping, as a business, does have its problems, doesn't it? But when things go wrong occasionally, and when they don't, it's good to know that P&O people take a personal interest in their customers' problems. This isn't just their good nature. The fact is that P&O people find that by contacting customers regularly, many problems get snuffed out before they really become problems.

But this emphasis on personal contact is only part of an *all-round* P&O service. It includes not only getting goods to their destination safely and on time, but also provides efficient handling of the complicated documentation too.

And if you want really fast ships, P&O have got them. After all, cargo ships don't come much faster than the new P&O Straths–just look at their schedules!

Isn't this the sort of all-round service you're looking for on the Far East run?

Things go smoother with P&O

P&O

FAR EAST FREIGHT SERVICE

P&O Lines Management Ltd., Beaufort House, Gravel Lane, London, E.1. (01-283 8000)

Learning the language of export success

By a Special Correspondent

ON THE CONTINENT the language barrier fell long ago – yet it has taken British exporters many years to realize the value of foreign languages in their approach to international markets. The advantages are clear: at one end of the scale, an approach to a Parisian businessman in French secures greater goodwill than one in English; at the other end, the highly technical side of sales and service is made considerably easier if the British company's representative has a thorough knowledge of the language concerned. By overcoming the language handicap, a British firm is well on the way to entering the German market on the same footing as its German competitors. To answer the increased demand for foreign language tuition, education authorities are extending the range of courses available, with the result that colleges and institutes now offer a wider variety of courses and facilities than ever. Their prime object is to simplify and speed the formerly tedious process of learning languages.

Expansion of foreign language markets

A comparative analysis of Britain's annual exports shows that the proportion of our total exports going to predominantly English-speaking countries has decreased from 55 per cent in 1957 to 44 per cent in 1967. The corresponding increase in exports to other markets is spread over those where Swedish, Finnish, Danish, Norwegian, French, German, Spanish, Dutch, Italian, Portuguese, Arabic and Russian are the languages of commerce. Courses in all these languages and most others are available almost everywhere – and complete details can be obtained from Regional Advisory Councils for Further Education of the D.E.S. (see page 1568), who publish lists of colleges within their own area.

For courses within London the London Chamber of Commerce intends to publish a comprehensive survey of courses available. At present demand in this area is very high, and many courses are fully subscribed. In fact, a notice in the press that three places were free on a particular language course brought three hundred inquiries. Out of London the demand slackens off – partly due to industry's lack of information of the many courses available. Here the Regional Advisory Councils can supply full information regarding the type and scope of facilities offered by each individual college.

Language laboratories

When they learn a foreign language, the majority of businessmen do so in order to make personal contact with their opposite numbers abroad: and speaking and reading are therefore their main interest. To meet this need, colleges are making increasing use of language laboratories. With this equipment the foreign language is learnt in the most straightforward manner, by listening and repeating, and by question and answer. The voice heard on tape is that of a national of the country concerned. The student's pronunciation is the best possible, and because his booth is soundproof he feels uninhibited when speaking the foreign language.

There is, of course, no obligation to take examinations – and the best testimony lies in the ability to speak French with a Frenchman – but if at the end of the course certificated evidence of proficiency *is* required, examinations are organized by the Foreign Language Unit of the London Chamber of Commerce. The examinations, taken orally, are at three levels and all are angled towards commerce: the first, 'Elementary', demands a command of the language suitable for handling everyday situations such as hotel-bookings, travel, customs, etc. together with a mastery of basics such as time, dates and weights. At the 'Intermediate' level the candidate must be able to follow non-specialized conversation at news-reading speed, and should be able to take his place socially in the country concerned. Neither the 'Elementary' nor the 'Intermediate' level demands very specialized knowledge. Only at the 'Advanced' level does specialized business enter into the field of the candidate's linguistic ability, and here his command of the language must be such that he can carry on his business in that country. The number of candidates for these examinations is increasing, and this is no doubt partly due to the policy of some companies who now demand a pass at least at elementary level in the language concerned before sending their employees abroad.

An Aveley Electric Audio Comparative Language Laboratory being used for crash courses by export executives

Time varies

As would be expected, the time required to reach proficiency at these three levels varies: but on average, however, a non-intensive course of about two hours per week would require a year to reach 'Elementary' level and two years for the 'Intermediate'. (This can only be achieved by the rigorous exclusion of everything non-essential to a business course.) A part-time course like this at a college under the local education authority would cost about £6. The length of study-time needed to reach 'Advanced' level is considerably longer, and is dependent to a great extent on the student's linguistic aptitude. A period of several months spent in the country concerned is usually necessary.

For the executive with a very tight schedule, or who needs to learn a language in a short time, there are full-time courses which at an Inner London Education Authority college cost about £1 per

LEARNING THE LANGUAGE OF EXPORT SUCCESS,
continued

week. Or alternatively private tuition can be arranged at a cost normally of about £1 per hour. Tuition in groups of two or three cost slightly less.

In considering language training for industry the valuable part played by the BBC and ITV in further education must not be forgotten. These courses bring the foreign language into the student's home, and are of value not only to the prospective holiday-maker but also to the businessman. The BBC courses are particularly effective if followed in conjunction with a college language-course based on the BBC's. Tapes and visual aids are then used by the college tutor to consolidate what the student has learnt from television or radio. These courses can be very valuable to businessmen who are able to find the time to fit regular weekly broadcasts into their schedule.

Export marketing

In addition to courses which are designed to teach languages alone, some colleges offer full-time courses in export marketing of which language study forms an integral part. These courses last between two and four years and are designed for varying levels of academic attainment: from university language graduates who intend to make their career in international marketing to school-leavers with four 'O' levels embarking on a sandwich course. The aim of these courses is to provide comprehensive business training – including marketing and exporting – with an increasing emphasis on the commercial use of languages. As in the purely linguistic courses the most modern teaching techniques are employed.

In recent years there has been considerable research into the scope of export and marketing courses; the result is that many of the courses now available have been planned after consultation with firms who had used them in the past, and who had not found them completely adequate. Since these courses are the direct result of this co-operation between colleges and firms, it is hoped that more firms will make use of the facilities provided.

Internal language teaching

These courses are, of course, taken outside the company; but an increasing number of firms are expanding their own internal facilities for teaching their staff languages. This method carries the advantage that the language-teacher works in the same field of industry as his students, and therefore knows the particular technical terminology of that industry in both languages at first hand. In this way one company covers nine languages: French, German, Spanish, Italian, Russian, Persian, Polish, Hungarian and Hindustani.

In the March edition of their Education and Training Bulletin the CBI published a supplement on 'Exports, Languages and Industry'. This gives a list of colleges all over the country, grouped according to the languages they offer, together with details of courses specially designed for industry and sources of advice on language teaching. Copies can be obtained from the CBI, 21 Tothill Street, London, S.W.1.

Catching up

In the field of languages Britain was a late starter, but is definitely progressing. We no longer bury our heads in the sand of the belief that everybody speaks English – and this is a change of attitude which has proved particularly beneficial to exporters. The language-barrier is one of the easiest to overcome, and many firms have found that the reward is a lot more profitable export business.

Success means the same in any language, and whether it's French or Hungarian learning is becoming easier all the time.

Regional Advisory Councils of the Department for Education and Science

London and Home Counties Regional Advisory Council for Technological Education.
Secretary: R. D. Jamieson, M.A., B.Sc., LL.B.,
Tavistock House South,
Tavistock Square,
London, W.C.1. Tel. 01-387 5484-5.

Southern Regional Council for Further Education.
Secretary: J. M. C. Philip, B.A.,
9 Bath Road,
Reading, Berks. Tel. Reading 52120.

South West Regional Council for Further Education.
Secretary: S. Brook, B.A., A.M.B.I.M.,
12 Lower Castle Street,
Bristol, 1. Tel. Bristol 2-5626.

East Anglian Regional Advisory Council for Further Education.
Secretary: F. Lincoln Ralphs, M.Sc., Ph.D., LL.B.,
County Education Office,
Stracey Road,
Norwich, Norfolk, NOR, 49A. Tel. Norwich 22288.

West Midlands Advisory Council for Further Education.
Secretary: J. Lord, M.Sc.,
Pitman Buildings,
161, Corporation Street,
Birmingham, 4. Tel. Central 9944, Ext. 2628.

East Midlands Regional Advisory Council for the Organization of Further Education.
Secretary: W. C. Watterson, B.Sc.,
12 King John's Chambers,
Bridlesmith Gate,
Nottingham. Tel. Nottingham 51624.

North-Western Regional Advisory Council for Further Education.
Secretary: I. K. Jackson, B.Sc., Ph.D.,
Africa House,
54, Whitworth Street,
Manchester, 1. Tel. Central 9883.

Yorkshire Council for Further Education.
Secretary: John Leese, M.A., M.Ed., Ph.D.,
Bowling Green Terrace,
Jack Lane,
Leeds, 11. Tel. Leeds 20883.

Northern Advisory Council for Further Education.
Secretary: A. Johnson, M.Sc.,
5 Grosvenor Villas,
Grosvenor Road,
Newcastle-upon-Tyne, 2. Tel. Newcastle 81-3242/3.

Welsh Joint Education Committee.
Secretary: H. Wyn Jones, M.A., B.Sc.,
30 Cathedral Road,
Cardiff. Tel. Cardiff 25547.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Hotel development incentives

GOVERNMENT PROPOSALS for assistance towards the capital cost of providing new hotel accommodation and the extension and improvement of existing hotels in Great Britain, referred to by Mr. Anthony Crosland, President of the Board of Trade, during the Budget debate on March 20, are described in a White Paper 'Hotel Development Incentives' published on May 21.

It is also proposed to take powers to register hotels in this country.

Hotel development grants will be available for new hotels, for extensions to existing hotels which provide more bedrooms for letting, and for more items of fixed plant and equipment in connection with improvement schemes. Loan assistance will be available in appropriate cases towards financing new hotels, and extensions and improvements to existing hotels.

The proposals for hotel grants and loan assistance are intended to provide a firm basis for the hotel industry to plan investment to cope with tourist growth. The measures are designed to make investment and hotel development more remunerative and to ease the problems of capital financing.

The growth of tourism

The number of overseas visitors to the United Kingdom has risen from 2½ million to 4 million over the last six years and their estimated expenditure in this country from £180 million to £245 million. It is estimated that by 1970 the number of visitors may rise to 6 million and their expenditure in this country to £300 million. Of the total expenditure it is estimated that around £75 million a year is spent on hotels.

New hotel bedrooms are being provided at the rate of about 3,000 a year but it is not known how much existing accommodation is going out of use. The British Travel Association has estimated that, on the basis of expected tourism growth, there will be a serious shortage of hotel accommodation by 1970.

Eligibility of hotels

Hotels and other establishments primarily concerned in offering accommodation and meals overnight, or for longer periods, to travellers and visitors who have not necessarily booked in advance will be eligible for consideration for grants and, in appropriate cases, for loan assistance. Establishments catering for restricted groups of people, or those which only offer long term residential accommodation or require advance reservations, will not be eligible.

Grants and loan assistance will only be available to establishments regularly providing at least 10 letting bedrooms and one public room.

In the Greater London Council area the minimum number of letting bedrooms will be 25.

Qualifying hotel projects subject to Parliamentary approval of the necessary legislation, will be eligible for grants and for consideration for loan assistance where work begins on the site after March 31, 1968 and before April 1971 and provided the project is completed by March 31, 1973. Grants will not be payable until a project has been completed. Recipients of assistance will be required to ensure the operation of the hotels for a minimum period and there will be powers to secure repayment of grant in certain circumstances.

Applications cannot be accepted or rulings given on eligibility of projects until Parliament has approved the necessary legislation, but applications would then be considered even though the project concerned was already under construction (provided that it started after March 31, 1968).

Grant aid

The rates of grant for eligible hotels are:

New hotels – 20 per cent of expenditure on buildings and fixed equipment (excluding expenditure on the purchase of land and existing buildings) but subject to an upper limit of grant calculated on the basis of £1,000 for each letting bedroom.

Extensions – 20 per cent of expenditure on constructional work and fixed equipment (excluding expenditure on the purchase of land and existing buildings) for extensions which provide not less than five additional bedrooms, bringing the total up to not less than 10 (25 in the GLC area) subject to an upper limit of £1,000 for each additional bedroom created by the development.

Improvement schemes – 20 per cent of expenditure on purchasing and installing certain items of fixed plant and equipment, provided that expenditure on such items is not less than £1,000 in any one financial year of the concern claiming the grant.

Development Areas – 25 per cent for all three forms of assistance (new hotels, extensions and improvements) subject to an upper limit of £1,250 for each additional bedroom in the case of new hotels and extensions.

Loans assistance

The White Paper describes proposals for loan assistance for new hotels, extensions, and improvements to existing hotels.

Loans will be made at Government lending rates. The maximum on any one project will be £500,000. The maximum period for new hotels will be 20 years, and for extensions and improvements to existing hotels it will be 15 years.

Hotels registration

There is at present no comprehensive list of hotels in this country, showing the accommodation and facilities offered and prices charged. The Government propose that the legislation should include powers to require the registration of hotels and similar establishments so that more comprehensive information will be available for benefit of the tourist industry and the public generally. The Board of Trade will seek the views of the British Travel Association, the Scottish and Wales Tourist Boards and other interested bodies on the way in which registration might best be introduced and information published.

Government statement on further measures

The Government is now considering what further measures may be necessary to promote the development of a successful tourist industry and whether these will call for organizational changes of any kind. The arrangements for administering the hotel development incentives scheme will be determined in the light of decisions to be reached on these matters. The Government will announce its conclusions later this year.

Copies of the White Paper 'Hotel Development Incentives' (Cmnd. 3633) can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, price 1s. 6d., or by post 1s. 9d. from HMSO, PO Box 569, London, S.E.1.

All-party delegation of Yorkshire MPs visits President

MR. ANTHONY CROSLAND, President of the Board of Trade, Mr. T. Urwin, Minister of State at the Department of Economic Affairs, and Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade, received an all-Party delegation of Yorkshire MPs accompanied by Sir Bernard Kenyon (Clerk of the West Riding County Council) on May 15 to discuss the economic position of Yorkshire and the advertising campaign mounted by the North East Development Council.

The President said that he was fully aware of the problems of the area which the Hunt Committee was considering. In the meantime the i.d.c. policy was operated liberally in the area. The President added that he deprecated any action likely to increase competition for industry between the two Regions which the advertising campaign in Yorkshire might stimulate. Such competition would not serve the long-term interests of either region.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed mergers to the Monopolies Commission under the provisions of that Act:

The Rank Organisation Ltd. and Cambridge Instruments Co. Ltd.

Newton Chambers & Co. Ltd. and Jeyes Group Ltd.

International Distillers and Vintners Ltd. and Brown and Pank Ltd., resulting in an increased shareholding in International Distillers and Vintners Ltd., by Watney Mann Ltd.

Appointments to Council of Industrial Design

MR. ANTHONY CROSLAND, President of the Board of Trade, has re-appointed Mr. T. Mervyn Jones and Mr. A. R. Miller as members of the Council of Industrial Design for a further period, and has appointed Dr. Alexander Moulton and Mrs. Monica Pidgeon as new members.

The President has re-appointed Mrs. M. B. A. Denny, Mr. G. Fergusson, Mr. E. Elson Gamble, Mr. W. A. Jack, Mr. B. Klein and Mr. K. L. Shanks as members of the Scottish Committee for a further period and has appointed Mr. Albert Brebner, Mr. Keith Frost, Mrs. Mary Lonsdale and Mr. Stanley L. Wright as new members of the Scottish Committee.

Notes

Council of Industrial Design

New members

Dr. A. Moulton, managing director, Moulton Developments Ltd.

Mrs. M. Pidgeon, editor of *Architectural Design*.

Members re-appointed

Mr. T. Mervyn Jones, chairman, Wales Gas Board.

Mr. A. R. Miller, chairman and managing director, Motherwell Bridge (Holdings) Ltd.

Members with continuing appointments

Sir Duncan Oppenheim (chairman), president, British-American Tobacco Co. Ltd.

Mr. K. Adam, director of BBC Television.

Mr. B. M. Bonfield, director, London Merchant Securities Ltd.

Mr. A. Bryan, chairman and managing director, Josiah Wedgwood and Sons Ltd.

Lady Casson, senior tutor, School of Interior Design, Royal College of Art.

Mr. T. Conran, chairman, Conran Holdings Ltd.

Mr. J. Davies, director-general, CBI.

Mr. G. B. R. Feilden, group technical director, Davy-Ashmore Ltd.

Mr. J. G. Grinling, managing director, Gilbey group of companies.

Mr. S. H. Harrison, vice-chairman and joint managing director, Paton-Cook Ltd.

Lord Hayter, chairman, Chubb and Son's Lock and Safe Co. Ltd.

Mr. J. Barclay Jacobs, managing director, Times Furnishing Co. Ltd.

Mrs. E. R. Juda, associate editor, *The Ambassador*.

Mr. L. Julius, joint managing director of the Hille group of companies.

Mr. D. C. Lamont, director, Samuel Lamont & Sons Ltd.

Mr. W. L. Mather, chairman, Mather and Platt Ltd.

Mr. M. G. Moss, managing director, Simpson (Piccadilly) Ltd.

Sir Gordon Russell, director, Gordon Russell Ltd.

Sir Nicholas T. Sekers, managing director, West Cumberland Silk Mills Ltd.

Mr. F. E. Shrosbree, general secretary, Association of Building Technicians.

Mr. P. F. D. Tennant, director-general, BNEC.

Mr. M. W. Tomkinson, lately chairman, I. & C. Steele Co. Ltd.

Dr. Mary Woodall, formerly director, Birmingham City Museum and Art Gallery.

Mr. M. J. G. Wylie, managing director, Matthew Wylie and Co. Ltd.

Scottish committee

New members

Mr. A. Brebner, design consultant.

Mr. K. Frost, joint managing director, Robert Frost and Son Ltd.

Mrs. M. Lonsdale, general secretary, Scottish Co-operative Women's Guild.

Mr. S. L. Wright, principal, Edinburgh College of Art.

Members re-appointed

Mrs. M. B. A. Denny, member of Scottish Advisory Council for Civil Aviation.

Mr. G. Fergusson, managing director, A. H. McIntosh and Co. Ltd.

Mr. E. Elson Gamble, director, House of Fraser Ltd.

Mr. W. A. Jack, director, A. F. Stoddart & Co. Ltd.

Mr. B. Klein, managing director, Bernat Klein Ltd.

Mr. K. L. Shanks, managing director, Shanks and Co. Ltd.

Members with continuing appointments

Mr. M. J. G. Wylie (chairman), chairman and managing director, Matthew Wylie and Co. Ltd.

Mr. J. Dunnings, principal, Napier Technical College.

Mr. R. D. Fairbairn, general manager, Clydesdale Bank Ltd.

Mr. R. Muir Glen, chairman, Westclox Ltd.

Mr. S. H. Harrison, vice-chairman and joint managing director, Paton-Cook Ltd.

Mr. W. A. P. Jack, partner, Honeyman, Jack and Robertson.

Mr. M. D. Laird, architect and design consultant.

Mr. K. R. C. MacDonald, director, D. MacDonald and Bros. Ltd.

Miss A. L. Richmond, formerly departmental secretary, Scottish Trades Union Congress.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by June 7, 1968.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	2, 3-Dichlorobuta-1, 3-diene	2, 3-Dichloro-1, 3-butadiene (50% solution in xylene)	December 31, 1968	13166
29.13	3-Oxodinorchol-4-en-22-al	B.N.A. (3-Ketobisnor-4-cholen-22-aldehyde)	December 31, 1968	13165
29.21	Phenyl phosphorodichloridate	As in previous column	December 31, 1968	13168
29.30	*iso*Cyanatoethane	As in previous column	December 31, 1968	2222
29.34	Nitrolotri (methylphosphonic acid)	Dequest 2000 Aminotrimethylene phosphonic acid 50% active aqueous solution	December 31, 1968	13161
	penta Sodium hydrogen nitrilotri (methylphosphonate)	Dequest 2006 Amino trimethylene phosphonic acid penta sodium salt 40% active aqueous solution	December 31, 1968	13162
29.35	Fluphenazine *O*-decanoate	Fluphenazine decanoate 4-3-2-(Trifluoromethyl) phenothiazin-10-yl-propyl-1-piperazine ethanol, ester with decanoic acid	December 31, 1968	13157
29.35	Guanosine 5'-(disodium phosphate)	As in previous column	December 31, 1968	2052
29.44	Erthromycin lactobionate	As in previous column	December 31, 1968	13167
	3-(4-methylpiperazin-1-yliminomethyl) rifamycin SV	Rifampicin	December 31, 1968	13151

Note: amendment of definition

Interested parties will wish to note that an application has been received to amend the temporary exemption definition of naphthalene under tariff heading 29.01 to the following:

> Naphthalene, which has a crystallizing point not higher than 79.6° centigrade, and which produces a colour not lighter than 2 when tested by method No. N7-62 of 'Standard Methods of Testing Tar and its Products' published by the Standardization of Tar Products Test Committee.

Any representations should reach Tariff Division at the above address by May 24, 1968.

Annual Report of IRC

THE FIRST Annual Report of the Industrial Reorganization Corporation was published on May 22. The Report reviews the activities of the Corporation from its inception in December 1966 to March 31, 1968. During this period the IRC committed approximately £50 million in support of reorganization and development projects. The Report describes the projects in which the IRC has participated, and the policies on which the IRC's decisions are based.

The Report is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, price 2s.

The effect of automation on society

'THE AGE of technology has spawned a whole new vocabulary,' Mr. Anthony Wedgwood Benn, Minister of Technology, told a conference at the Institution of Electrical Engineers in London on May 14. 'Everybody is talking about automation and productivity and systems analysis and the market oriented economy. We hear about interface and discounted cash flow and optimization and statistics that are seasonally adjusted – not to mention the scientific language that now includes lasers and masers and fission and fusion and molecular biology.

'These words and phrases are bandied about casually and as if everyone understood what they meant. Let's face it, we don't.

'It is a phenomenon of our period in history when people are better educated than they have ever been, our future depends upon more things about which less is understood than at any time since the human species emerged.'

He suggested that the automation experts in the country who knew what automation was and knew what it could do for this country would get nowhere unless they spent a little bit more time trying to explain what automation did and a little less time explaining exactly how it did it.

'Before automation can be accepted it requires a sympathetic and welcoming attitude on behalf of the community. Without their co-operation the pace of automation can be slowed down at a cost in living standards,' the Minister said.

'Similarly, all the computer experts have got to involve themselves much more directly in the human consequences of the systems for which they are crusading. The idea that we are going to be robbed of our personalities when we introduce automation is bunk. But the idea that we are going to be robbed of our jobs may not be. It's no good leaving someone else to clear up the mess when your machines have been installed and 10 men can do the work of a 100, leaving 90 to find new work. Redundancy can destroy the personality whether that unemployment is caused by a good old-fashioned "slump" or by the latest computer.

'It's high time that cyberneticists and PhD's in maths and programmers and systems analysts and hardware and software experts came out of their secret world. They must assume their responsibility as citizens for communicating to their very ordinary, ignorant, worried, sceptical and unscientific fellow citizens – like me – and begin assuming citizenship responsibilities for the consequences of what they are doing.

'They must also understand the implications of all they are planning for us. For it could be the most revolutionary onslaught ever made by any group of men on any established society.'

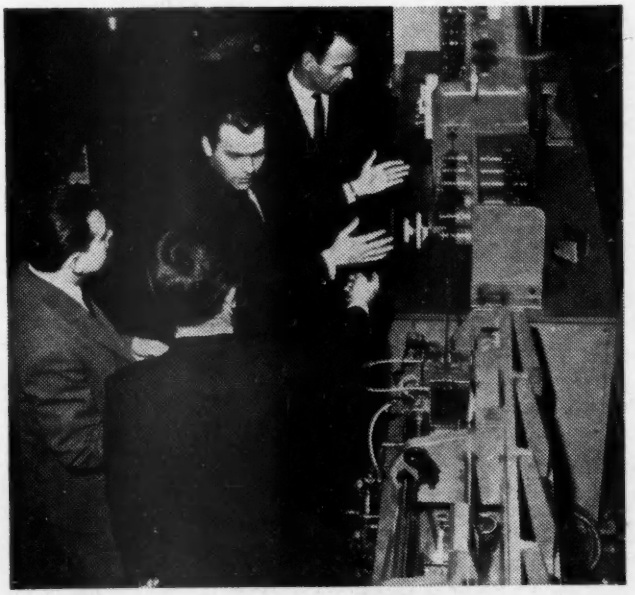
Need help with your export problem?

We give personal help, tailor-made for you and your problem, whether your firm is small, medium or large. Our services are free, personal and confidential. **Call us today.**

Call us at H.Q. London: 01-248 9633. Telex 886143

or your nearest Board of Trade Regional Office.

CAR RADIATOR FACTORY FOR RUMANIA



The first in a series of familiarization and training courses for personnel who will man and run a complete £250,000 car radiator factory ordered by the Rumanian Government from Joshua Bigwood and Son Limited, Wolverhampton, began recently. Two executives of the Rumanian factory which will produce the radiators, and an official from the Rumanian equivalent of Britain's Ministry of Technology, came on a one-week stay to see finished machines and production methods at Joshua Bigwood. The picture shows the Rumanian visitors listening attentively as a detail about some of the machinery which will go to Rumania is explained to them by Mr. George Price (back to camera), a Bigwood production engineer. The visitors are Mr. V. Rascu (extreme left), Mr. S. Ionescu, of the Rumanian Ministry, and Mr. M. Chiculescu.

Guidance on going metric

AS THE FIRST stage of publicity concerning metrication in industry, the Publicity Sub-Committee of the Standing Joint Committee on Metrication, sponsored by the Ministry of Technology, has prepared a poster and leaflet for distribution throughout the engineering industry. The poster entitled 'Going Metric' carries the broad message that the industry is changing to the metric system and the supporting leaflet answers some elementary questions as to why, how and when.

Distribution is being organized through some 250 trade associations who are co-operating by circulating the material among their members and inviting applications for copies. A second poster and leaflet, for distribution throughout the construction industry, is being prepared by the Ministry of Public Building and Works, and these are expected to be available in July.

Copies of the engineering industry poster and leaflet are obtainable free of charge from the Ministry of Technology, Standards Division, Room 428, Abell House, John Islip Street, London, S.W.1.

Israeli health officials visit UK

THE ISRAEL GOVERNMENT is planning a major expansion of hospital facilities which include the building of new hospitals and the extension of existing buildings, at a total cost of £12 million.

Decisions on purchases for the first stage of the expansion programme will be made in June. To help British industry to get a share of the business to be placed, at the invitation of the British Hospitals Export Council in conjunction with the Israel committee of the British National Export Council six Israeli Ministry of Health officials and consultants concerned with the planning of the hospitals are currently in Britain visiting several hospitals and factories. On their return to Israel on May 29 they will present a report to their Ministry of Health.

Distributors' margins on some consumer goods referred to PIB

ON MAY 21 Mrs. Barbara Castle, Secretary of State for Employment and Productivity, announced in her speech opening the Second Reading Debate on the Prices and Incomes Bill that jointly with the President of the Board of Trade the following were being referred to the Prices and Incomes Board:

Distributors' margins on proprietary medicines, children's clothing, and household textiles.

New aircraft factory in Scotland

HANDLEY PAGE LTD., are to set up in Cumnock, Ayrshire, one of the most modern numerically-controlled machine shops in Britain. The Board of Trade is to build a 56,000 sq. ft. factory for the company which will provide employment for about 300 people (mainly men) on the manufacture of machined parts for the wings of their new 'Jetstream' aircraft. These will go for further assembly to the works of Scottish Aviation Ltd., at nearby Prestwick airport and to the company's headquarters at Radlett in Hertfordshire.

At a press conference to announce the new project Air Chief Marshall Sir Walter Dawson, chairman of Handley Page, said the Board of Trade had persuaded them to look at Development Areas, and they had chosen Cumnock due to the proved willingness and adaptability of local men and women to learn new skills.

In a message sent to the conference, Mr. William Ross, Secretary of State for Scotland, said: 'This project, together with other new industrial developments on the Board of Trade's industrial estate, will provide a strong basis for the further growth and diversification of the economy of this part of Ayrshire, formerly almost entirely dependent on the coalmining industry.'

Mr. Wedgwood Benn opens new Goodyear factory in Northern Ireland

OPENING the new factory of the Goodyear Tyre and Rubber Company Ltd., at Craigavon, Northern Ireland, on May 15, Mr. Anthony Wedgwood Benn, Minister of Technology, said: 'To have Goodyear here in Ulster, bringing employment in an area that needs jobs is very welcome and I should like to congratulate the company and the people of Ulster on having discovered a common interest in establishing this plant.'

Mr. Wedgwood Benn continued that the establishment of this factory was the product of close co-operation between the company, the Ministry of Commerce in Belfast and the Board of Trade in London. This project had received generous financial assistance. Regional employment premium would help to make the company's products competitive in world markets. In addition, the factory and its workers would enjoy the facilities of the fine new town of Craigavon, the capital expenditure on which was expected to reach £140 million by 1981.

'These are the effects of the developing partnership between private industry and three governments' said the Minister. 'The American Government helped the growth of Goodyear by its huge spending on public account. The British Government helped the establishment of this factory. The Northern Ireland Government has gone out of its way to welcome it and see it established here. For my part I greatly welcome this evidence that government and industry can work in partnership together.'

Clover Industries move to Consett

THE ENGLISH Industrial Estates Corporation announced on May 15 that negotiations had been concluded with Clover Industries Limited of Norwich to take over the 25,000 sq. ft., Board of Trade Advance Factory at Castleside near Consett.

Clover Industries Limited manufacture a range of tin plate containers.

The company hope that production will begin during August or September of this year and, when fully manned, the original factory is expected to employ 60 men and 40 women (total 100) who will be mainly drawn from the surrounding districts.

The company is already planning to increase its labour force by a further 60 men and 20 women. An extension of 21,000 sq. ft. is currently in planning and is scheduled for completion early in 1969.

A third new paper tissue mill opened at Barrow

THE THIRD tissue Mill of Bowater-Scott at Barrow-in-Furness was opened on May 23, by Sir Christopher Chancellor, chairman of Bowater Paper Corporation and Mr. Thomas B. McCabe, chairman of Scott Paper Company of Philadelphia.

Only last month, it was announced that a further £2 million was to be invested in the Barrow Mill and that by the late summer of 1969 a second high speed paper making machine would be fully operational doubling the present capacity.

Safety poster for the boardroom

HRH PRINCE PHILIP'S picture is on the first safety poster ever produced with the company boardroom in mind. It is to be distributed by the British Safety Council to 15,000 factories with the message: 'Hang this in the boardroom – where safety begins.'

Accidents at work have now reached the level of 900,000 a year and are estimated to cost the nation £600 million.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEE	SUBJECT-MATTER
	May 2, 1968	
932,968	Maschinenfabrik Winkler, Fallert & Co. A.G.	Method of producing value tokens, such as postage stamps, value stamps, and similar products, which are proof against forgery.
957,880	Tuyaux Flexibles, Rudolph . .	Flexible tubes.
972,523	Compagnie Generale d'Electricity .	Electromagnetic contactor or relay apparatus.
1,010,681	Etablissements Pingeot-Bardin. .	Tyre valves.
	May 3, 1968	
852,146	The Carborundum Co.	Method and apparatus for blending ceramic fibres with carrier fibres.
990,990	Societe d'Etudes et d'Applications Industrielles, Commerciales et Immobilieres 'Inter-technique'	A device for regulating the supply of fuel injected into an internal combustion engine.
1,003,917	Societe d'Etudes et d'Applications Industrielles, Commerciales et Immobilieres 'Inter-technique'	An air supply nozzle for aeration or heating.
	May 6, 1968	
750,578	Standard Telephones & Cables Ltd. .	Electric pulse coding arrangements.
769,770	Standard Telephones & Cables Ltd. .	Light-current electromagnetic contact-making relays.
810,873	Standard Telephones & Cables Ltd. .	Improvements in or relating to travelling wave amplifiers.
813,726	Standard Telephones & Cables Ltd. .	The sorting of electrical intelligence.
813,962	Standard Telephones & Cables Ltd. .	Electric wave filters.
841,564	Kolster-Brandes Ltd.	Television receiver scanning system.
945,180	United States Atomic Energy Commission	Guard ring semiconductor junction.
946,807	United States Atomic Energy Commission	A radiation detector.
968,754	United States Atomic Energy Commission.	Electrodes for electrolytically producing uranium.
1,006,899	United States Atomic Energy Commission	Separation of europium from other rare earths by solvent.
1,013,473	United States Atomic Energy Commission	Recovery of Cs values from aqueous basic solutions.
1,057,779	Rene Ramillon	Safety ski binding.
	May 7, 1968	
824,796	Manners, Eric James	Improvements in catamarans.
969,678	Dennert, Heinz, Dennert, Hans-Veit, Dennert, Margarete, Krauss, Maria	A method for producing lightweight building elements.
1,009,449	Dennert, Heinz, Dennert, Hans-Veit, Dennert, Margarete, Krauss, Maria	Method of, and apparatus for, heat treating granular materials.
1,048,505	Dennert, Heinz, Dennert, Hans-Veit, Dennert, Margarete, Krauss, Maria	Method and apparatus for heat-treating granulated expansible materials.
	May 8, 1968	
769,154	The Carborundum Company . .	Improved fibre treating method and apparatus.
816,834	Laboratory for Electronics Inc. .	Road traffic detection and control system.
824,579	United States Atomic Energy Commission	Uranium and zirconium recovery as uranium hexafluoride and zirconium fluride from alloys containing these elements.
834,701	United States Atomic Energy Commission	Method of operating nuclear reactors.
886,874	United States Atomic Energy Commission	Device and method for producing power.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for concellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller,

The Patents Office.

What would you save if someone else paid all your employees for a month?

In a Development Area, manufacturers are paid Employment Premiums of £97.10.0. p.a. for every man on their pay-roll —the equivalent of about a month's pay. Obviously a saving like this can do a lot to keep your labour costs down.

Another incentive which helps you to minimise labour costs in the Development Areas is a grant of £10 a week for every additional man undergoing approved training.

The advantages to you of expanding in the Development Areas don't end there. You get 45% off the cost of new plant and machinery. You can pay 25% less (in certain cases 35%) for your new factory. Such facts are hard to ignore. And many firms have already proved how the Government grants have helped them to become more competitive.

The Development Areas are Scotland, Wales, the North, Merseyside and the South-West.

So if you think there is any likelihood of expansion for your firm, why not get in touch with Industrial Expansion at the Board of Trade *now*? They will be only too pleased to give you more details.

In a Development Area, you get £97.10 p.a. for every man on your pay-roll.

Contact Industrial Expansion at the Board of Trade

If you'd like more information about the Development Areas and Northern Ireland, fill in the coupon or 'phone us. We'll send you "Room to Expand", the complete range of illustrated, explanatory literature.

NAME AND POSITION IN COMPANY_____

COMPANY NAME_____

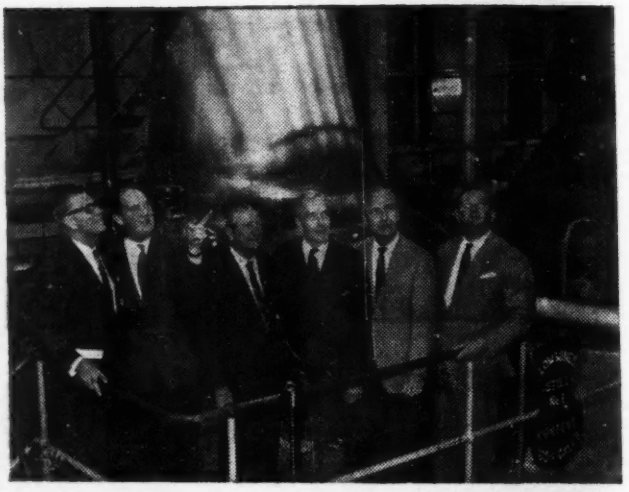
ADDRESS_____

TYPE OF BUSINESS_____ BTJ 12

To: INDUSTRIAL EXPANSION at the BOARD OF TRADE
1 Victoria Street, London, S.W.1. Telephone 01-222 7877 Ext. 3333
Or your nearest Board of Trade Regional Office

SCOTCH WHISKY DISTILLERS' AMERICAN GUESTS

A group of salesmen and distributors of Bell's whisky in the United States, in the Still House at Blair Athol Distillery, Pitlochry. In order to increase their exports to the United States, Arthur Bell and Sons Ltd., organized a Bell's Bellringer contest, together with their distributors in the United States, Heublein Inc. The winners of this contest, the top selling salesmen of Bell's Scotch whiskies in the United States, spent a week in Scotland with their wives as the guests of Bell's. Bell's exports to the United States increased 30 per cent last year.



Some of a group of 58 American citizens, all connected with the wine and spirit trade, visiting the Vat 69 Benrinnis Distillery near Elgin. They are accompanied by Mr. J. A. Martin (wearing kilt), Scottish sales director, and Mr. K. J. Ross (far right), managing director of Wm. Sanderson and Son Ltd., distillers and blenders of Vat 69 Scotch whisky. The Americans were winners of a sales competition organized by the Munson G. Shaw Company, sole distributors for Vat 69 in the United States. The prize was a free trip to the United Kingdom.

Prime Minister congratulates export journal

MR. HAROLD WILSON, the Prime Minister has written to the publishers of *Croner's Reference Book for Exporters*, congratulating them on having received their 10,000th current subscriber.

In his message, published in the May issue of the companion journal *Croner's Export Digest*, the Prime Minister says: 'For over a quarter of a century this publication – with its associated amendment service and Export Digest – has provided British business with essential export information. It is good that it continues to do so. The Government and an increasing number of firms are single-minded in their determination to achieve expansion based on exports.'

Nottingham exporters hold conference

SMALLER FIRMS can play a vital role in Britain's export drive and there is a great deal of expert advice and assistance available to them both from Government agencies and professional associations. This was the message emphasized by a panel of speakers at an export conference organized by the Export Association of Nottingham and held in Nottingham on May 15. It was attended by some 60 representatives of firms and business houses.

The conference was chaired by Mr. H. B. Jackson, chairman of the Council of the Institute of Export. In his opening remarks he stressed the need for more trained professionals in the job of selling British goods overseas, saying there was too much of the inspired amateur in this vital economic activity.

Delegates to the conference were welcomed by the Deputy Lord Mayor of Nottingham, Ald. Percy Holland, who paid tribute to the work and growing importance of the Nottingham Export Association, saying 'We in Nottingham and in other cities are relying on people like yourselves to increase our prosperity.'

The Nottingham Export Association is organizing, in conjunction with Nottingham Chamber of Commerce, a trade mission to Sweden, Finland and Norway in November, and in a talk on government aids to exporters Mr. K. G. Roose, senior export officer, Board of Trade, Birmingham, outlined the assistance available to firms taking part in approved sponsored missions. He also described the services to exporters provided on a continuing basis by Export Services Branch, Board of Trade, the Central Office of Information and Exports Credits Guarantee Department.

Other speakers were Mr. E. Parkinson, export sales manager, Raleigh Industries Limited; Mr. B. Boothby, special export officer, CBI; Mr. D. McWilliam, sales manager, D. C. Andrews, Ballantyne and Co. Ltd.; and Mr. E. W. Hogbin, manager, Chief Foreign Branch, Barclays Bank Ltd.

'Australia Now' — conference in June

'AUSTRALIA NOW,' a conference on the Australian market, is to be held at the Hilton Hotel, London, on June 25. British Overseas Aircraft Corporation who, with Qantas, are sponsoring the promotion, say that top executives from British and Australian industrial and commercial life, together with representatives of the Australian Government and Trade Commission, will be among the speakers. Information centres staffed by members of the Board of Trade, BOAC, QANTAS, and the British National Export Council, will be set up to distribute literature on market statistics methods of handling freight, export or import credits, etc.

The conference fee is 12 guineas, and applications should be made to the Conference organizers, Independent Trade Missions Ltd., Conference Department, 25 Queen Anne's Gate, London, S.W.1.

The 'EFTA' Bulletin for May

THE EXPANSION of EFTA trade in furniture is the subject of an illustrated article in the May issue of *EFTA Bulletin*.

The 'Retailing in EFTA' series turns this month to a survey of the retailing structure in Portugal and the United Kingdom. Amongst other articles, there is also a feature on 'New EFTA Ministers' and a report of the Second UNCTAD Conference in New Delhi.

Copies of the *EFTA Bulletin*, the regular journal of the EFTA Secretariat in Geneva, are available free of charge from the EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Commonwealth Chambers of Commerce meeting in London

DELEGATIONS FROM 18 Commonwealth Countries attended the 23rd Congress of the Federation of Commonwealth Chambers of Commerce, held in London from May 20 to 23. The Congress is intended to provide a forum for the exchange of views on world trade and economic problems as they affect the Commonwealth Chambers of Commerce and Industry. The theme of this year's Congress, opened on May 20 by Earl Mountbatten of Burma, was 'The Commonwealth in the context of possible world economic groupings.' Mr. Arnold Smith, Secretary-General of the Commonwealth Secretariat and Mr. John Pinder Director of PEP (Political and Economic Planning) were the main speakers in the opening session.

Among the main topics discussed was the importance of regional trade groupings. A major session was devoted to the EEC and EFTA and the problems facing Commonwealth countries arising from Britain's application to join the EEC.

CBI Annual Report for 1967

THE ANNUAL REPORT of the Confederation of British Industry was presented at the annual general meeting on May 15. In his introduction to the report, Sir Stephen Brown, the president, draws particular attention to those sections dealing with Europe, overseas investment, education and training, productivity and industrial safety.

In the early part of the year under review, the report states, a wide canvass of industrial and related opinion showed overwhelming support for the CBI Europe Steering Committee's view that entry into the EEC should be negotiated as soon as possible. The report also speaks of the CBI action programme, and the CBI's close touch with the Council of the Industrial Federations of EFTA.

On overseas investment, the first results of the overseas investment study (the Reddaway study) are discussed.

Engineering firms' trade mission to Denmark

ON MAY 26 14 company directors of British engineering firms will leave London on a selling trade mission to Denmark, known as Engtrade 5. This mission is organized by the Engineering Industries' Association and sponsored by the Board of Trade and the British National Export Council.

The 14 directors represent a wide section of the British engineering industry, and will be led by Mr. F. H. Toft, sales director of Denford Machine Tools Ltd., Brighouse, Yorkshire. Mr. Toft is also the vice-chairman of the National Engineering Industries' Association Export Committee and was leader of the successful trade mission to Sweden in October 1967.

The mission will be in Denmark for seven days and, although based in Copenhagen, individual members will be visiting various parts of the country.

British Commercial Representatives Overseas Amendments

THE LIST of British Commercial Representatives Overseas as published in the *Board of Trade Journal* on March 15 should be further amended as follows:

BURMA – *delete* Mr. L. E. Bagshawe,
substitute Mr. W. B. J. Dobbs.

FRANCE – NICE – *amend* address and telephone number to 'British Consulate, Le Neptune, 3 Rue Meyerbeer, 06-Nice (Tel. 803424 and 805091)'.

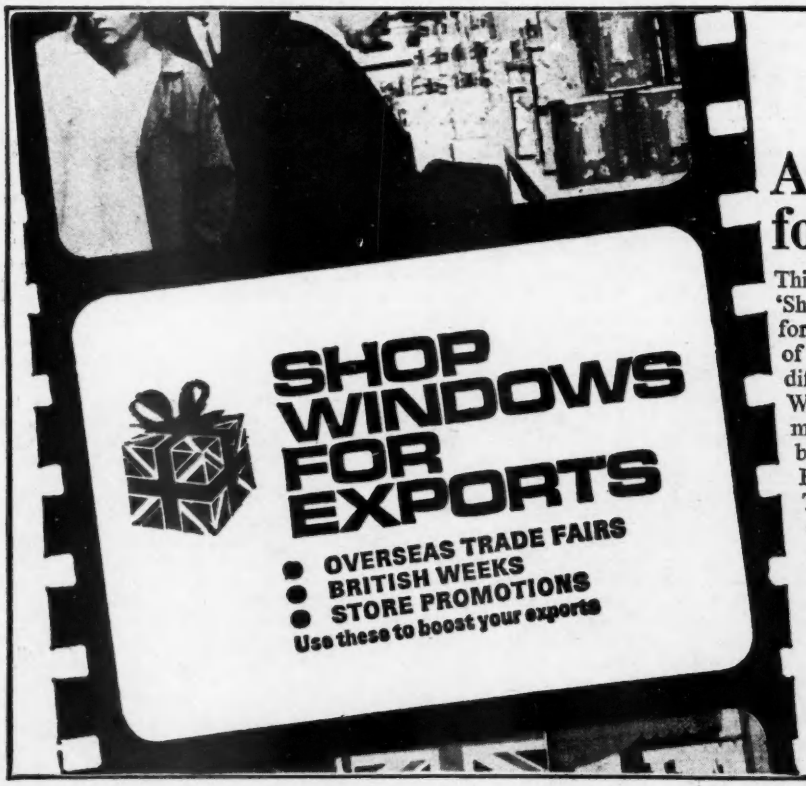
JAMAICA – *delete* Mr. M. E. Browne,
substitute Mr. L. Reid.

NIGERIA – LAGOS – *delete* Mr. M. Z. Wasilewski,
substitute Mr. A. F. Collings.

PORTUGAL – OPORTO – *delete* Mr. B. C. MacDermot, CBE,
substitute Mr. T. C. Sharman, OBE.

USA – HOUSTON – *amend* telephone number to '223-2301'.
ST. LOUIS – *amend* address of Consulate-General to '7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102'.
SEATTLE – *amend* address of Consulate-General to '1216 Norton Building, 801 Second Avenue, Seattle, Washington 98104'.

USSR – *amend* telex number to '29-341'.



An Informative Film for all Exporters

This 24-minute, 16-mm film in colour, called 'Shop Windows for Exports', has been produced for the Board of Trade by the Central Office of Information. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited for his products.

For audiences viewing the film the Board of Trade has prepared a special leaflet which not only explains how the Board of Trade assists firms to participate in these overseas promotions but also gives contact points within the Board. These leaflets are obtainable free of charge to borrowers of the film.

Copies of this film are available on hire from:

Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3. Phone: 01-743 5555.

The British Economy in figures is published in 4 languages.

And you can get it from us.

This year's edition of our useful folder,
The British Economy in figures,
is published in 4 languages:
English, French, German and Spanish.
It's an invaluable reference
for business and professional people,
and everyone interested in current affairs.
Especially now.
You can get a copy of the English version
at any branch of Lloyds Bank.
The foreign editions can be ordered through branches,
or obtained direct from
the Public Relations Officer, 71 Lombard Street, London E.C.3.
Get your copy now—you may need it!

Lloyds Bank helps you to plan

Aviation and Shipping

Air cargo – in total

by W. D. Koster General Manager Cargo Development, British Overseas Airways Corporation

WE HAVE SEEN a tremendous change from the sellers' paradise just after the war, to the supreme position of the buyer, which exists today, but I wonder if anyone has really taken the time to re-evaluate these changes in overseas marketing conditions which have taken place over these last 20 years or so.

Years ago there was but one form of transport to our markets – the ship – and consequently the type of distribution was a *fait* accompli. F.o.b. selling was common. Communications, costs and environment were tied to that form of transportation and we in England held a privileged position in leading the field of technology in many commodities, besides having many protected markets.

Today, however, an evolution – or one could say a revolution – in trading has taken place. Competition has grown tremendously with the industrialization of many countries and all are seeking new methods and techniques in marketing, none being tied to custom and habit. Britain's traditional protected markets are open to wider competition, a greater diversification of commodities is being produced and a variety of distribution and ordering cycles can now be offered with the advent of air cargo, with consequential price variation. Industry is recognizing the ever increasing costs that are relayed to old methods plus the tremendous advances that have taken place in communication.

When looking at this logically, I must ask myself a simple question. Should the canals be compatible with present day marketing methods in this country? Why have they virtually gone out of business when they could still provide a cheap form of transport? The only conclusion one can reach is that although they may be the cheapest form of transport, they are not the most economic consistent with present day market conditions and company objectives.

The supermarket concept

I have previously likened the use of air cargo as a method of distribution in international markets to the supermarket technique employed in domestic markets. The concept is virtually the same. In the technical sense it can be likened to the system of continuous maintenance employed by the airlines where increased utilization is achieved against prime part replacement in order to increase the airlines' economic operations.

Let us now take a look at the capability of air cargo for international marketing today. The objectives are basically to increase marketing productivity by overcoming time with speed. It should be part of a manufacturer's long term planning in overseas markets. If any company suddenly finds it needs to use air cargo immediately, then its planning has been wrong. It would have lost either economically or its markets through competition. Custom and habit should be unknown in this world of changing technology. The use of air cargo should be planned correctly and not undertaken emotionally owing to pressure.

Nobody just walks out of an office and buys a computer. The computer requires a study in depth of application prior to purchase, yet its objective is the same as air cargo – its speed of operation increases productivity by reducing time. To me the aircraft is comparable with a computer. It is not a simple transport vehicle. It affects the entire programme, from production to sale. Use it inefficiently and it will be costly. It requires the same type of study that must be undertaken before a computer is purchased. It is a total instrument in every way and demands a decision based on long term requirements and long term sales and economic objectives.

I find it strange when talking to industrialists therefore, how readily they will absorb changes in technology – such as the computer – to increase production, yet continue to make outmoded comparisons between air and surface transport.

Yet pressures are being exerted, slowly but surely, which will cause importers and exporters to move over to air distribution. These pressures are the technical advances which are taking place in the world in which we live.

If I take communications as an example, we have seen a growth from the use of surface letters 20 years ago to the picture today where cables are a common pattern in everyday life and essential to our mode of business. We have seen the use of telegrams and cables expand tremendously. There has also been a rapid growth in the commercial application of the teleprinter and the expansion of the telex network. Now the long distance telephone has started to take over and we are promised regular communication by satellite in the not too distant future. Thus we have a relationship of time, the time of communication against the time of distribution and marketing of goods, and so communication itself creates a productivity pressure on industrialists to speed up their distribution techniques. There is, therefore, a definite relationship between the speed of communication and the physical movement of goods.

Vital considerations

The use of air cargo, however, must be based on a number of vital considerations – sales objectives, profit margins, customer demands, competitive practices, production targets, methods of transport, choice of communications. The examination of all aspects of distribution must be undertaken if the full benefits of increased productivity from capital, expenditure and manpower are to be achieved.

What is the company's exporting programme? How does this tie in with its productive capacity? What are the minimum sales needed to warrant an export programme? What is the company's method of costing?

These factors can vary according to the distribution and order cycle time. They should have different answers for surface against air. The use of air cargo must improve productivity and reduce manpower costs, for the world trend of these costs – as everyone knows – is constantly rising.

The same thing is happening in almost every other country. Only by greater efficiency in the deployment and employment of labour can such costs be absorbed. Manpower is involved in packing, shipping, stock control, recording and warehousing. All old habits are costly in manpower and perhaps restrictive practices within management can be attributed to an unawareness of this.

In the past a lot of capital has been tied up in goods supporting order cycles based on old methods of distribution. By using air freight it would have been possible to reduce these stocks tremendously without affecting the service given to customers. The release of capital would have been considerable. I hate to think of how much money that could be otherwise and more profitably used in Britain's exporting industries, is tied up in this unnecessary way.

It just is not necessary today to have safety stocks positioned in every market, not when it is realized what vast areas can be served almost immediately through the use of air freight. Because of the speed of the modern aircraft, distance is no longer the all important factor. Europe, for example, is no longer a continent of different countries, each demanding its own distribution centre. It has a sophisticated transport network and, by air, almost every point within it can be reached from one centre within 24 hours. Even America could be easily served from New York or Chicago, or for that matter, from Nassau. And when I say America I mean the continent, not just the United States.

(Continued on next page)

AIR CARGO – IN TOTAL, *continued*

Far too frequently good – but distant – markets are ignored because of the belief that the necessary research into customer demand, the setting up of a sales force and acquiring and stocking warehouses would take a year or more and incur considerable expenditure. This might have been true in the old days but it isn't today.

It is as easy to send a salesman with a box of samples 3,000 miles, as it is to send him 300 miles. A little more expensive perhaps, but almost as quick. He can start selling immediately, supported by air distribution. Within months he can complete his market research, and the company can begin to make profits. This is provided his survey has been of sufficient depth to work out accurately what that market needs and provided the company concerned sets out scientifically to meet these requirements. To do so, it must consider distribution, economic, not cheap distribution, among other things.

The company should then set long term sales and revenue objectives. If this is done correctly the type of distribution service required will become apparent. Why should all these factors, plus others, have a bearing on the value of air cargo?

Air cargo, because it eliminates time, makes the world's most distant market just an extension of the producer's home market. It means that the world is his oyster.

Balancing total sales against air freight costs, he can produce as cheaply as his competitor, because of the increased sales, however distant he is from that rival's market.

It means, because of the rapidity with which stocks can be replenished, and the reliability and frequency of air services, a reduction in the amount of storage space needed. This is an age of spiralling building costs and therefore the more desirable the site the greater the ever increasing capital sum to the supplier.

It also means a more economic utilization of labour – again an item which soars in value each year and as I have already said, above all it means because of the shorter time cycle between production and sale, the turnover of capital is beneficially increased.

The extent to which industry will accept all this will largely govern the rate of air cargo's growth. However, the airlines are very confident of the future of air cargo and every day demonstrate this confidence by the investment of very large sums of money in this product. Aircraft at something like £4 million each, cargo terminals and equipment running into millions of pounds, all based on what we think we will have to do in the future.

The airlines themselves still have a very long way to go. We must provide, or see that there is provided, a comprehensive door-to-door service at the correct rates(suitable to both industry and ourselves) for the correct unit, and we must, above all, maintain the speed of transport even in a volume market. Costs, particularly ground costs, are very important and extremely difficult to control.

Nearly every major volume route today is covered by a high frequency passenger service, all with considerable cargo carrying ability and supported by all-cargo operations of aircraft such as the 707, DC8, Argosy, etc., including the quick change machine.

Tomorrow – everywhere you look the aircraft is getting larger with greater payloads and improved operating costs. The jumbo-jet is but one example and as you look forward into the next quarter century, aircraft for long distance routes up to a million and a half pounds all-up weight are being forecast.

The supersonic is still not with us but already the research and development experts are planning hypersonic transports. Even over the next five years air cargo must double or treble to feed these hungry machines.

Route patterns are bound to alter. Feeder services into large international airports from which the main trunk routes are operated will come into being. The linking of small and large cities or the hub type operation. Airlines too are facing the same problem as many other industries – the growth of capital intensity which invariably brings great changes.

On the ground all action is being taken to maintain speed, improve Customer Service and at least hold current cost levels and all this against a world trend of rising costs. One major factor in this cost control is the computer. Various terminal facilities are being designed for full computer application. The International Air Waybill, the new simplified Transmittable Air Waybill coming into operation in the near future will be processed by computers – documents at destination before goods.

Computers will also handle pricing and invoicing and if only we could achieve standardized descriptions of goods between countries for use in Customs procedures, the computer would add tremendous benefits. Moreover, at various stages, physical handling will be automated and controlled by the computer. Greater interest must be taken in intermodal transportation, particularly the air/truck, for we must recognize the customer's need for a comprehensive service. Containers are inherent in this intermodal transport need. So far, the airlines have carried out what virtually amounts to an experimental rating programme for container usage only. Rebates were based on the freight rate but are now standard, regardless of distance, and reflect the savings to the carrier in manpower costs. We are bombarded with the concept of the 8 ft. by 8 ft. container, and yet I am convinced that the airlines should maintain the flexibility given to them by the aircraft and design their containers to meet customers' needs. It is forecast that over one quarter of all cargo will be shipped in intermodal containers by 1970. I believe considerably more thought must be given to container programmes, including the methodology of rating and the depots required for the centralization of both imports and exports close to industrial areas. Call them Container Depots – Regional Depots – Air Terminals. One cannot go on and on providing warehouses at main airports against ever increasing land and property costs (airports are costly islands) for the storage of goods. The interlinking network of customer to Airport must be developed over the next decade.

I am often told that the airlines' rate structure is too complicated, too high and too unrealistic. Complicated it may be, but we are still able to publish a Rates Tariff, which is more than many other forms of transport can say. High they may be if you insist on substituting the ship with the aircraft and take no further action.

Many of us recognize an evolution in our rating philosophy must take place. Our present philosophy was started in 1946 with different objectives than we have today. It is in this concept that we need two-way communication, for we are ever conscious that our product is a service to Importing and Exporting industries, and the greater our customer orientation the better our discussions.

Density is a very important factor when loading an aircraft, as the majority of machines cube out before payload limits are reached I, personally, am not as bold as to forecast great reductions in rates in the future. A different methodology where rates will change, benefiting many shippers – yes, but rates will have to reflect the operating and servicing cost to manufacture the product, just the same as in normal industry. There is no difference between operating aircraft and the manufacturing of tooth brushes, one has to sell sufficient of your product at a rate that will ensure a return on one's investment.

Finally, what of our markets of the future? What changes are taking place in our society which will influence the opportunities of business in the market places of the world?

We live in a world of rising standards of living, where world population – market population – is increasing by something like 300,000 people every day, and where each and everyone of these 300,000 are born with needs for food, needs for clothing and needs for shelter. In some countries these needs represent a national tragedy, but in others they represent worldwide marketing opportunities which are both unique and challenging to the businessman.

There is also a new spirit of youth in the world today. A spirit of intellectual curiosity, a spirit of deep involvement and concern with everyday affairs. We are producing intelligent young people who have a greater interest in the world around us, who are better educated than ever before, and who will have an enormous influence in our changing society and business life.

Business today is faced with enormous pressures. Pressure to bring out new products, pressure to design and create new ideas and services, pressure to re-vitalize old products. In today's dynamic, changing world no new invention can be protected for long and therefore the pressure of innovation is a force which will revolutionize business in the next decade.

Lastly, we live in a world where the customer is better informed than ever before. And here in the technological development of communication and information handling techniques are the two most significant factors which will change our business lives. Through the use of the computer, a businessman will be able to obtain instant detailed knowledge of his business – competitive information and marketing information – in a way that was never thought possible. Through the long distance telephone and soon through satellite communication, a businessman can pick up a telephone and call New York, Frankfurt, Australia or South Africa in a matter of minutes. And he must then begin to think of his product being delivered in exactly the same way.

A revolution then is taking place in the life we know. This revolution must be matched by a revolution in management thinking, a revolution in marketing, a revolution in concepts of profit – a revolution which plays directly into the hands of the air cargo business. The aeroplane enables us to think not in terms of distance, but only of time, and of global competition for the markets of the world upon which national prosperity, balance of payments and economic survival will depend.

Israel shipping chief visits UK

MR. MICHAEL TZUR, chairman of the Zim Israeli Navigation Company, visited the major British shipyards during the week beginning May 13 to explore the possibilities of placing orders for the re-equipping of his company's fleet. He visited shipyards in Belfast, Glasgow, Newcastle and Sunderland.

Mr. Tzur was accompanied on his tour by Mr. George B. Chalmers, Commercial Counsellor at the British Embassy in Tel Aviv. The visit was organized in conjunction with the British National Export Council Israel Committee.

Third London airport inquiry

MR. ANTHONY CROSLAND, President of the Board of Trade, made the following statement in the House of Commons on May 20:

'I will, with permission, make a statement on the Government's proposal for the inquiry into the siting of the third London airport.

'The form of the inquiry must meet two requirements. On the one hand this is one of the most important investment and planning decisions which the nation must make in the next decade; this points to an expert, rigorous and systematic study of the many and complex problems involved. At the same time, the decision will profoundly affect the lives of thousands of people living near the chosen site; and this calls for an adequate method of representation of the local interests affected.

'We have sought to find a form of inquiry which will meet these two, to some extent conflicting needs. We have had discussions with the official Opposition, and I must acknowledge the constructive help which they have given. I think we have reached a broad agreement.

'The Government propose a non-statutory commission with the following terms of reference:

> 'To inquire into the timing of the need for a four-runway airport to cater for the growth of traffic at existing airports serving the London area, to consider the various alternative sites and to recommend which site should be selected.'

'In order to meet the two requirements which I mentioned earlier there will be two sides to the commission's work. For part of the time they will sit as a normal committee of inquiry, commissioning research and analysing its findings, sifting expert evidence, forming their own judgments, and finally preparing their report. But there will be other phases of the inquiry when interested parties can be represented by counsel and have the right to cross-examine, both at a series of local inquiries once the possible sites have been reduced to a small number and also before the main commission itself. I am circulating in the Official Report a more detailed note of the way in which I envisage that the commission might set about its task, though I have no wish to impose upon it an unduly rigid procedure.

'I shall direct the attention of the commission to the following matters, which are of special relevance to their inquiry:

> General planning issues, including population and employment growth, noise, amenity, and effect on agriculture and existing property; aviation issues, including air traffic control and safety; surface access; defence issues; and cost, including the need for cost/benefit analysis.

'The Hon. Mr. Justice Roskill has agreed to act as chairman, and I shall announce the names of the other members as soon as possible.'

Inquiry into Siting of Third London Airport - Constitution, Terms of Reference and Procedure

Constitution of commission

The Government will set up a non-statutory commission with the following terms of reference:

> 'To inquire into the timing of the need for a four-runway airport to cater for the growth of traffic at existing airports serving the London area, to consider the various alternative sites, and to recommend which site should be selected.'

The Commission will be provided with staff and will be authorized to commission research into matters relevant to its investigation.

The commission will have their attention directed to the following points which appear to be among the matters particularly relevant to their inquiry:

(a) General planning issues, including population and employment growth, noise, amenity, and effect on agriculture and existing property;
(b) Aviation issues, including air traffic control and safety;
(c) Surface access;
(d) Defence issues;
(e) Cost, including the need for cost/benefit analysis.

Procedure

The Government envisage that the commission will proceed broadly in the following manner though they do not wish to impose an unduly rigid procedure:

Stage I. At this first stage the commission will consider in a broad way the whole range of alternative sites, eliminate those which are clearly unsuitable and identify the small number which require more detailed consideration. The commission will carry out this process of preliminary selection on the basis of general evidence that may be put to them and of information that they may themselves seek. At this stage there will be no right of representation before the commission; though the commission itself will be free to seek oral evidence if this is required to elucidate the matters they are considering.

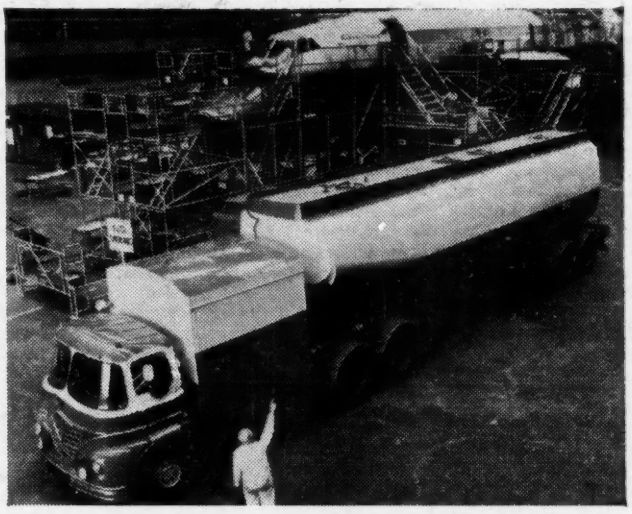
At the end of Stage I the commission will announce the sites it wishes to investigate in greater detail, and will, for the purposes of that examination, define the approximate boundaries of the sites in question and give such other general indications as may be necessary (e.g. flight paths and runway alignments) to enable those living in the localities to understand how they would be affected.

Stage II will consist of the hearing of evidence of a local character concerning the short-listed sites. This would probably be undertaken by a senior planning inspector who would be a member of the commission visiting the locality and holding a public local inquiry. Subject to the general reservations mentioned in paragraphs 8-10 below, the interested parties will be entitled to be represented at this stage. As these proceedings will take some time, they will continue while Stages III and IV are going on.

Simultaneously a start will be made with Stage III and the subsequent stages. *Stage III* would consist of investigation and research into matters relevant to the choice to be made between the sites (e.g. air traffic patterns, surface transport, noise, regional planning,

(Continued on next page)

REFUELLING TANKERS FOR CONCORDE



The first of the three giant refuelling tankers for 002, the British prototype of the Anglo-French Concorde supersonic airliner, arriving at the Filton factory of the British Aircraft Corporation. The Concorde tankers were specially made by the Transporter Division of John Thompson Ltd., at the Group's factory at Bilston, Staffs. Two of these tankers will carry a complete fuel load for the Concorde, which is due to make its maiden flight later this year.

THIRD LONDON AIRPORT INQUIRY, *continued*

etc.). Some of this work might be undertaken by the commission and its staff; some commissioned from consultants; and some produced in the form of written evidence by the parties concerned or by bodies having an interest in these matters.

Stage IV. The commission would consider the material produced during the course of Stage III. They will, if necessary, examine the experts who have produced it. If differences of opinion emerge from the expert evidence, they will, in the first place, invite those concerned to consult together with a view to reaching agreement.

Stage V. The purpose of this stage is to enable the interested parties to test the material produced during the earlier stages. At this stage they may, by leave of the commission, be represented by counsel or otherwise. Since the number of interested bodies is potentially large, it is hoped that bodies with similar interests will, wherever possible, be represented by the same counsel.

Counsel representing the parties may, by leave of the commission, lead evidence on relevant matters and cross-examine witnesses appearing on behalf of other parties or experts responsible for reports which are being taken into consideration by the commission.

Before giving leave, the commission will need to be satisfied that such new evidence is useful and relevant and that the proposed examination and cross-examination of witnesses is not repetitious.

Finally, the commission will consider the whole of the evidence, including that produced at the local inquiries. The commission will then prepare its report and recommendation.

Procedure after the commission has reported

The Government will decide, in the light of the circumstances of the time, whether formal planning clearance should be given by way of Special Development Order or whether they should require the British Airports Authority to make a specific planning application for the recommended site which would be called in for decision by the responsible Ministers, if necessary after a statutory local inquiry.

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 1582

TUESDAY, MAY 14

Air Corporations Bill

Lord Beswick moved the second reading of the Air Corporations Bill in the House of Lords.

WEDNESDAY, MAY 15

Merchant Shipping Act

In a statement on legislation to amend the Merchant Shipping Act 1894, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said: 'Following the submission of the Report of the Court of Inquiry under Lord Pearson's chairmanship, I have discussed the recommendations for revision of the relevant parts of the Merchant Shipping Acts with all sections of the shipping industry and also with the fishing industry. A large measure of agreement has been reached and my Department has made good progress in preparations for legislation which will be introduced as soon as possible.

THURSDAY, MAY 16

Hovercraft Bill

Mr. Mallalieu moved that the Hovercraft Bill be read for the second time.

Air safety

Asked what steps he was taking, in view of the recent report on air safety, to raise the performance of independent airline operators to the same level as that of the pilots of the State corporations, Mr. Mallalieu said 'My aim, and I am sure the aim of all operators and pilots, is to keep on improving the level of safety all round.' A review of training and licensing standards was in progress in consultation with the industry, he said. The appointment of a director general, and the re-organisation and strengthening of the technical directorates under him, would increase the ability of the Board of Trade to assist all operators, who had the primary responsibility, in maintaining and improving their standards.

A further question concerned the conclusion in the Report on the Safety Performance of United Kingdom Airline Operators that while the safety level of United Kingdom civil air transport undertakings, as a whole, had improved it was still below that achieved by the airlines of the United States of America and Australia; and asked what steps were planned to meet this criticism and to reassure the air travelling public. Mr. Mallalieu said 'We accept the conclusion but the report itself contains much to reassure the travelling public. The improved level of safety which must be the object is not to be obtained by anything other than continued effort and attention of all concerned and by vigilance by the statutory authorities. The report itself makes various suggestions and recommendations and as my rt. hon. Friend has already announced the Board of Trade machinery is being strengthened along lines indicated in the report.'

MONDAY, MAY 20

Low-flying aircraft

'I am satisfied that the penalties prescribed in the Air Navigation Order, 1966, for breach of the Rules of the Air and Air Traffic Control Regulations, 1966, as amended, under which aircraft using the airways are given height instructions by Air Traffic Control, are not in need of amendment,' said Mr. Mallalieu, asked if he was satisfied with the penalties that may be imposed on airlines whose aircraft flew on international routes below the regulation height, Mr. Mallalieu continued that contravention of the ATC instructions was, in any case, unlikely because pilots were well aware that the safety of their aircraft might depend on adherence to the instructions given (in case of emergency the rules may be departed from to the extent necessary to avoid immediate danger).

Another question concerned aircraft flying over Worthing above the minimum regulation height. Mr. Mallalieu said aircraft using the airway above Worthing were required to report their height and other information at mandatory reporting points, one of which was 14 statute miles south east of the town. Throughout their journey along the airway they must adhere to the height and other instructions received from Air Traffic Control and report their height if required. Contravention of ATC instructions was unlikely because the aircraft's safety might depend on adherence to them.

Ljubljana air crash

A Member asked when the Report on the Ljubljana air crash on September 1, 1966 would be published and why this inquiry had taken over 18 months. Mr. Mallalieu answered that in accordance with the Chicago Convention the investigation into the air crash at Ljubljana on September 1, 1966, was the responsibility of the Yugoslav authorities. A United Kingdom Inspector of Accidents was accredited to the Yugoslav Commission of Inquiry. The administrative process of working in two, and sometimes three, languages had lengthened the time required to conclude this investigation. 'The report has now been completed, however, and we are discussing its publication with the Yugoslav authorities,' said Mr. Mallalieu.

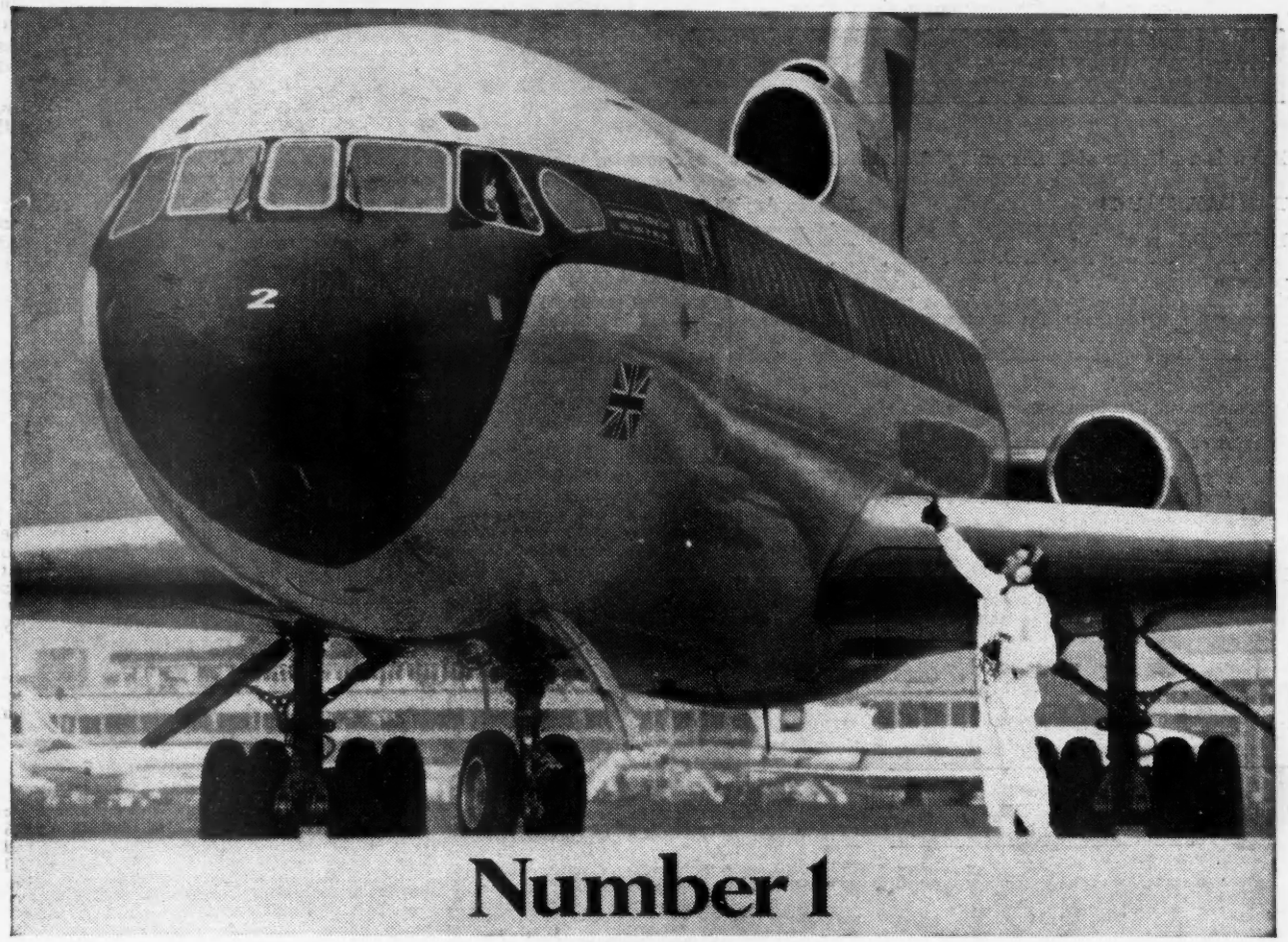
Safety performance of airline operators

A Member inquired if, following the report, The Safety Performance of United Kingdom Airline Operators, a conference of all British airline operators would be convened to discuss how best the report might be implemented, was told by Mr. Mallalieu: 'No. I do not think that a conference would be beneficial in view of the wide field covered by the report and the great diversity of the circumstances and operating patterns of the large number of operators involved.'

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, WC1, or 423 Oxford Street, W1



Number 1 goes Trident Two

To explain.

From June 1, BEA will add a number of brand new aircraft to their fleet. And each one of them is called Trident Two.

Built by Hawker Siddeley Aviation and powered by three Rolls-Royce Spey jet engines, the new Trident Two owes a lot to its famous predecessor.

But there's a big difference.

The new long-range Trident Two can fly 2,300 miles without refuelling. It cruises smoothly at 610 mph. It carries more passengers. And—you'll find this hard to believe until you try it—it's even quieter and more comfortable than the original Trident. All this means we'll be able to fly you *direct* by Trident to the furthermost parts of our network in smooth, fast comfort.

For a start, Trident Two will fly the London-Madrid and London-Milan routes from June 1. Other routes will follow thick and fast.

Hawker Siddeley take the credit for building this pace-setting plane. Rolls-Royce take the credit for the back-seat drive. And we take the credit for specifying this custom-built jet liner for you. After all, it's little things like Trident Two that help make BEA Number 1 in Europe.

BEA No.1 in Europe

Built by Hawker Siddeley-powered by Rolls-Royce

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry.

TUESDAY, MAY 14

UNCTAD II resolution

A member asked what steps were being taken to implement the resolution passed at the United Nations Conference on Trade and Development II concerning the programme for the liberalization and expansion of trade in manufactures and semi-manufactures. Mr. Anthony Crosland, President of the Board of Trade, answered that the resolution referred to record a decision by the Conference that a study of the question of restrictive business practices should be carried out, and that the Secretary General of the Conference should prepare an outline of the study. There was nothing in the resolution for Her Majesty's Government to implement.

WEDNESDAY, MAY 15

Trade with Finland

Asked to state the sterling value of United Kingdom exports to, and imports from, Finland since Finland became an associate member of the European Free Trade Association, Mr. Edmund Dell, Minister of State, Board of Trade, said Finland became an associate member on June 26, 1961; the figures from July 1, 1961 were as follows:

United Kingdom trade with Finland

	£ million		
	Imports c.i.f.	Exports f.o.b.	Re-exports f.o.b.
July-December 1961	52·8	26·0	0·5
Year 1962	88·7	54·7	0·9
Year 1963	98·6	53·8	0·8
Year 1964	116·0	64·7	1·0
Year 1965	116·2	71·9	1·1
Year 1966	122·9	75·6	1·4
Year 1967	129·9	71·3	1·3

Replying to a further question, that in view of the fact that the decision on the award of the contract for Finland's first nuclear power station was imminent, and that the Finnish Government would be governed by technical and commercial considerations as well as by the broad issues of economic policy, if the Government would do everything in their power to support the technically and commercially competitive offer made by the United Kingdom Atomic Energy Authority, Mr. Dell said: 'Yes Sir.' HM Government were doing everything in their power to support the tender made by the United Kingdom Atomic Energy Authority he said. Every suitable opportunity had been taken to make the Finnish Authorities aware of the importance we attached to this contract, of the pre-eminent position of the United Kingdom in the field of nuclear energy and of our expectation that the award of the contract would be decided on commercial grounds as required by the EFTA Convention.

President's visit to Oslo

In answer to a question on arrangements made to hold further bilateral discussions with the Norwegian Government concerning the expansion of aluminium smelting in the United Kingdom, the President said: 'The EFTA Ministerial Meeting held in London last week invited the Governments of the United Kingdom and Norway to hold further bilateral talks and I have, therefore, arranged to visit Oslo on Wednesday May 22, for a discussion with the Norwegian Minister of Commerce and Shipping.'

United Kingdom trade since devaluation

The President, asked to what extent imports had increased in volume and in value since devaluation; and what new initiatives he was taking to reverse this trend, replied that comparing the middle quarters of 1967 with the five months since devaluation, the volume of imports increased by 10 per cent and their value by 22 per cent. 'I am confident that the many measures already taken both to secure the necessary transfer of resources into export and import-saving industries and promote industrial efficiency will put the balance of payments on a sound footing,' said the President.

Unit values and volume of overseas trade since devaluation were published in last week's Journal, *page* 1512.

Trade with Canada

Answering a request to investigate the circumstances under which, following devaluation, imports of cotton cloth from Canada in the first quarter of 1968 showed a three-fold increase as compared with the first quarter of 1967, and a two-fold increase as compared with the quarterly averages for the whole of 1967, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, said he understood that imports of cotton textiles from Canada in the first three months of last year were reduced as a result of a long strike in the Canadian industry. The position before devaluation was that some cloths made in Canada were cheaper than similar cloth made in this country and it was probable that a lot of the cloth imported from Canada this year was contracted for at pre-devaluation prices.

'We are doing all that we can to encourage and increase exports to Canada,' said Mr. Mallalieu, answering a further question on the steps being taken to reduce the United Kingdonm's adverse balance of trade with Canada. 'Following the three major promotional efforts last year, our aim for 1968 is to consolidate the impact of these and help exporters to exploit the new opportunities created by devaluation, through support for missions, store promotions and the participation of British manufacturers in a number of trade fairs and by the assistance that can be given by British Government officers in Canada to individual exporters.'

THURSDAY, MAY 16

Reference to PIB

Mr. Mallalieu, requested to refer the increases in the prices of toilet requisites to the National Board for Prices and Incomes, said: 'We will consider the possibility of a reference on these lines.'

Aluminium smelting

A Member asked whether, in view of the decision to establish an aluminium smelter on the north-east coast, the differences between Norway and HM Government on the interpretation of the European Free Trade Association constitution had now been resolved. Mr. Mallalieu answered: 'We are still in negotiation with the interested aluminium companies.' Mr. Mallalieu continued that, as the President had said in reply to a Question on May 15 (see above) the EFTA ministerial meeting held in London last week invited the Governments of the United Kingdom and Norway to hold further bilateral talks and the president had therefore arranged to visit Oslo next week for a discussion with the Norwegian Minister of Commerce and Shipping.

Nuclear power plant for Finland

A Member, stating that Great Britain is Finland's best customer in her export field and that 75 to 80 per cent of the British machinery could be manufactured in Finland, asked what official assistance was being given to secure the order by the Finnish Government of a British nuclear power electrical generating station. Mr. Edmund Dell said the United Kingdom Atomic Energy Authority had already submitted a highly competitive tender for the supply of a nuclear power plant to Finland and HM Government were doing everything possible to support this tender which was in a field in which the United Kingdom could justly claim to be pre-eminent.

Trade with Finland

Replying to a question on stimulating United Kingdom exports to Finland in order to rectify the present adverse balance of trade, Mr. Dell said the adverse balance in our trade with Finland was of long standing and every effort was being made to reduce it. The removal by Finland at the end of last year of the remaining industrial tariffs vis-a-vis her partners in the Finefta Association made Finland an attractive market and the export services of the Board of Trade were always at the disposal of firms who wished to take advantage of the growing opportunities there. 'The United Kingdom Atomic Energy Authority is currently striving, with the full support of HM Government, to sell a nuclear power plant to Finland' he added. 'If they are successful this would make a particularly useful contribution towards improving our trade balance.'

Price markings on consumer goods

In answer to a request that the Government should take steps to prevent the misleading of the public by the practice of indicating on packages of consumer goods that the selling price had been lowered by an 'amount off' clearly printed on the package, thus showing that the revised selling price was the true price and that no 'discount' was being offered, Lord

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businesmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Bowles said The Trade Descriptions Bill included provision to prohibit a trader from giving false or misleading indications that he was offering goods at less than the price that he had recently charged for such goods. These provisions should ensure that packets printed with indications of a price reduction were not offered unless the retailer did in fact cut his regular price by the stated amount. This Bill, when an Act, would come into force six months after it is passed.

MONDAY, MAY 20

Readership survey on the 'Board of Trade Journal'

Mr. Dell was asked when the study on the readership of the *Board of Trade Journal*, which was submitted to the Government Social Survey on November 28, 1967, was likely to be completed. He expected the study to be completed around August 1968, he replied.

Metric quantities and decimal currency

'Many sectors of the economy would find it impracticable to time the introduction of metric quantities to coincide with decimalization of the £ sterling,' said Mr. Dell, asked to state what further study his department had made of the problems of the introduction of metric quantities to coincide with the decimalization of the £ sterling; 'In any case I am very doubtful whether traders and the public could reasonably be expected to cope with both changes at the same time.'

Trade between Scotland and Scandinavia

A Member who inquired about plans for increasing export trade between Scotland and Scandinavia, was told by Mr. Edmund Dell that the Board of Trade and the Export Council for Europe offered a wide range of services to help firms wishing to export to Scandinavia. Increasing numbers of firms in Scotland were taking advantage of this. Scottish firms were participating in the British Trade Drive currently taking place in Denmark, including the British Engineering Exhibition to be held in Copenhagen from June 10-14. Scottish firms would also be well represented at the British Week in Stockholm this autumn. A selling mission organized by the Scottish Thistle Export Group visited Sweden and Denmark last March and was well satisfied with the results.

OECD discussions on reduction of tariff protection

The President was asked if he would through the Organization for Economic Co-operation and Development reopen the discussions which took place at the United Nations Conference on Trade and Development, II, on the subject of reduction of tariff protection against the goods of low-cost countries. He answered: 'Yes, Sir. The OECD will be engaged on intensive work on this subject over the rest of this year.'

Marking requirements of tinned goods

A Member inquired what consideration had been given to extending the application to tinned goods of the Weights and Measures Act, prescribing the accurate, reliable and obvious marking of weight contents. Mr. Dell said a substantial number of tinned foods and of other products, when packed in tins, were required to be marked with an accurate statement of the quantity of the contents. By virtue of the Weights and Measures (Marking) Regulations 1964, the marking was required to be in a prominent position on the container where it could be easily read. Mr. Dell added: 'We have no proposals at present to extend these marking requirements to other goods.'

Weights and measures legislation

Answering a query on what further study the Board of Trade had made of the recommendations of the Hodgson Committee on weights and measures legislation Mrs. Dunwoody said the Weights and Measures Act 1963 was based on the recommendations made by the Hodgson Committee in December 1950 and on subsequent consultations. In considering any further exercise of the powers conferred by the Act, the Board of Trade would have regard to those recommendations, in so far as they are relevant.

Board of Trade staff in Wales

Asked of the increase since 1964 of 9,600 in the number of non-industrial staff in the Board of Trade, how many were employed in Wales? Mr. Dell said, of the additional 9,600 staff referred to 600 were employed in Wales.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Mission have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only are available from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London W.C.2 (Tel. Holborn 3422).

Some Problems Presented by Environmental Pollution, Part I, by M. D. Ashton. 7 pages. *UKSM Report No.* 68/16. This is the first part of a report which summarizes a symposium recently held in New Orleans, Louisiana, which dealt with the problems of solid waste, pollution of air and water. These are major problems facing agriculturalists. Only those papers referring to solid wastes are reviewed in this section.

Some Problems Presented by Environmental Pollution, Part II, by M. D. Ashton. 11 pages. *UKSM Report No.* 68/17. In this, the second part of the report, there are summaries of papers which dealt with methods of analysis of pollutants in the air, pollution problems arising from agricultural practice and from the use of pesticides, and the problem of disposal of phenolic waste water.

Some Developments in Information Displays, by H. K. Bourne. 4 pages. *UKSM Report No.* 68/21. There is a growing need for all types of information displays for use with computers and for command-control purposes. This report describes some of the developments in information displays.

Research into the Handling and Marketing of Farm and Food Products, by M. D. Ashton. 4 pages. *UKSM Report No.* 68/22. This report describes briefly the current activities of the Transportation and Facilities Division of the Agricultural Research Service, United States Department of Agriculture.

The Future Outlook for Minerals and Metals, by M. D. Ashton. 4 pages. *UKSM Report No.* 68/23. This report is the first of a series which will describe some of the sessions of the 1968 Annual Conference of the American Institute of Mining and Metallurgical Engineers.. Papers speculating upon the future requirements of metals, minerals and methods for winning them are also reviewed.

1968 Solid State Circuits Conference, by H. K. Bourne. 9 pages. *UKSM Report No.* 68/24. This report summarizes panel discussions held during the 1968 Solid State Circuits Conference on integrated circuits technology, on circuits for high speed digital computers and on computer memory technology.

Flylash – an Industrial Commodity, by M. D. Ashton. 5 pages. *UKSM Report No.* 68/25. This report reviews the sessions on flylash utilization which formed part of the 1968 Annual Meeting of the American Institute of Mining and Metallurgical Engineers.

Mission to Scandinavia: Correction. Mission to Scandinavia: Report of a Delegation from Leicester and County Chamber of Commerce, which was reviewed in the New Books page on May 10, costs five shillings, and is not available free of charge as was stated.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.* Monthly 5s. (*by post* 5s. 6d.). Annual subscription £3 6s. including postage.

Government publications can be purchased from the Government Bookshops in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through any bookseller.

HMSO

LEGAL AND GENERAL ASSURANCE SOCIETY LIMITED

ANNUAL GENERAL MEETING

The 131st Annual General Meeting of the Society was held on May 15 at Temple Court, 11 Queen Victoria Street, London, E.C.4.

In presenting the Directors' Report and Accounts the Chairman, Viscount Harcourt, said that the Society was now preparing for the triennial valuation of its life and other long-term business at the end of 1968. He pointed out that it was early yet to give any accurate forecast of the results of that valuation, but said that efforts made in so many different ways to increase profitability have not been without effect. He also drew attention to the good results from fire business and expressed the hope that fundamental changes in premium rating and administrative methods will lead to good results from non-life business in the future, although fluctuations must be expected.

The Directors' Report and Accounts were received and all other business on the agenda was transacted, including the declaration of a final dividend for 1967 of 6d. per 1s. share.

The meeting concluded with the passing of a vote of thanks to the Chairman, Directors and staff.

Are you looking for export orders?

There are opportunities in every issue of the

Export Service Bulletin

For specimen copy and subscription form write to the

Export Services Branch, Board of Trade

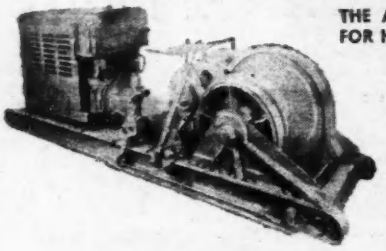
Hillgate House, 35 Old Bailey, London, E.C.4

Telephone: 01-248 5757, *Ext.* 420/421

mentioning the commodities or countries of special interest to you

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

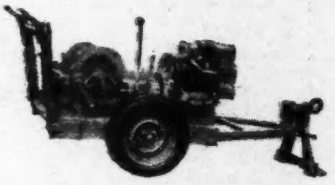
FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

BY ORDER OF THE CEMENTATION CO. LTD.

(Surplus to Requirements)

CROYDON, DARLINGTON, DONCASTER, LOUTH, NEATH, GLAM., AND SEVENOAKS

WALKER, WALTON & HANSON

will sell by AUCTION at

BENTLEY WORKS, DONCASTER ON

THURSDAY, 30th MAY, 1968

at 11 a.m.

A LARGE QUANTITY OF

ROAD MAKING, LIFTING, DRILLING and TUNNELLING EQUIPMENT, CIVIL ENGINEERING and QUARRY MINING PLANT, SPARES etc.

including

BENFORD PB 32 BATCHING PLANT and CONCRETE MIXING PLANT, A.B.G. TITAN CLASS 500 SLIP FORM PAVER

and

DERRICK CRANES by BUTTERS, HOLT & WILLET and WILSON, DRILLING RIGS, BLAW KNOX ULTRA RAPID GYRA MIXER, PILING EQUIPMENT including DERRICKS and HAMMERS, MIXERS, J.C.B. 4c EXCAVATOR, DROTT B.T.D. 6 LOADING SHOVEL, VIBRATING ROLLERS, DIESEL LOCOMOTIVES by RUSTON and SIMPLEX, PNEUMATIC CONCRETORS, PASSENGER/GOODS HOISTS, CONVEYORS

also

GRICE & ANDERSON 7 & 15 TON DERRICKS

and

CONCRETE SKIPS, GRAB BUCKETS, VIBRATORS, GENERATORS, RAMMERS, SUBMERSIBLE and other PUMPS, 100 TON HYD. RAMS, SAW BENCHES, LATHES, SANDING MACHINES, CHAIN BLOCKS and GANTRIES, SHEAVE BLOCKS, BAR BENDERS, ACROW PROPS, KWIKFORM PANELS, 8ft. 6in. DIA. CONCRETE PIPES etc.

For Viewing Dates and Times see Catalogue

CATALOGUES MAY BE OBTAINED FROM THE AUCTIONEERS OFFICES, WALKER, WALTON & HANSON, DEPT. CM, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM, N.G.1 3GL. Telephone Nottingham 54272 (10 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
June 6 .	Aircraft equipment, miscellaneous stores .	No. 25 Maintenance Unit, RAF, Hartlebury, Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster, Worcs. (Tel. 2053).

Coventry Climax engines; electric motors; electrical equipment and spares, including, rectifiers; inverters; alternators; transformers; regulators; switches; meters, etc.; generators; fuel pumps; batteries; cameras and photographic equipment; film and bromide paper; aircraft wheels; brake units, cockpit covers; cushions, seats, valves, etc.; aircraft tyres; clothing including, greatcoats, raincoats, jackets, blouses, trousers, khaki drill, shirts, underwear, etc.; webbing equipment; wooden boxes; furniture and a large quantity of corrugated iron sheets of various dimensions.

June 11-13	Miscellaneous equipment and stores . .	Ordnance Storage & Disposal Depot, Branston, Nr. Burton-on-Trent, Staffs.	Arnold & Son (Dept. L), "Modwena House," 13 Market Place, Burton-on-Trent, Staffs. (Tel. 4657).

Machine tools including, bench, pillar and radial drills; centre, capstan, turret and watchmakers lathes, plain and horizontal millers; stone shaper; engraver; sanding and screw gauging machines; borers; cylinder and crankshaft grinding machines, etc.; large quantities of aircraft tyres and motor vehicle spares; wooden boxes and packing pieces; radar, radio and wireless equipment and spares; 2-wheeled machine shop trailers; various paints and primers; plant and equipment; cameras and photographic equipment; large quantity of coloured blankets; black cotton webbing ½ in. to 1 in.; Wigan cloth; lifting equipment; and a large assortment of general stores.

June 18-19	Technical and miscellaneous equipment and stores.	Western Command Ordnance Depot, Hereford	Russell, Baldwin & Bright (Dept. L), 20 King Street, Hereford. (Tel. 0432-4366).

Regrigerating plants; electric trucks; petrol and diesel engines; sheepsfoot rollers; fork lift trucks; generating sets; battery charging plants; trolley jacks; used tyres; storage tanks; theodolites; levels; prismatic compasses; binoculars; wrist watches; telephone sets and exchanges; aircraft seats and spares; M.T., wireless and signal spares; machine tools including rolling mills; lathes; drills, etc.; electric motors; pumping units; battery chargers; hydraulic and other jacks; roller conveyors; tubular scaffolding; electric cable; tools and tool kits; aluminium trays; tarpaulin sheets; bivouac tents and other tentage; haversacks and packs; large quantities of blankets, ankle boots and cap comforters; greatcoats; battle dress trousers and blouses; shorts; groundsheets and other clothing; furniture and a large selection of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only).

CAMERAS

A large quantity of CAMERAS, including CONTAX, FINETTA, ISOLETTE, MIKROMA, MINOLTA, RETINA and ROBOT will be offered for sale in the Ministry of Defence Auction Sale to be held at BRANSTON on June 11-13, 1968. Catalogues, price 1s. 0d. (postal order only) may be obtained from the auctioneers: Arnold & Son, 13 Market Place, Burton-on-Trent, Staffs.

ARMY BOOTS

A large quantity of ARMY BOOTS (unworn) are to be sold at the Ministry of Defence Auction Sale to be held at HEREFORD on June 18-19, 1968. They will be sold in sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) are available from the auctioneers, Russell, Baldwin & Bright, 20 King Street, Hereford.

SALE BY TENDER

MACHINE TOOLS

Radial drills; gear hobber; centre and turret lathes; horizontal, vertical and universal millers; shaping, slotting, sawing, welding machines. Located at Devonport and Coypool, Devon, and Helston, Cornwall. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10 a.m. June 13, 1968.

Subscription form for the Board of Trade Journal

To Her Majesty's Stationery Office:

London, S.E.1: PO Box 569
Manchester 2: Brazennose Street
Cardiff: 109 St. Mary Street
Belfast 1: 7-11 Linenhall Street
Edinburgh 2: 13a Castle Street
Birmingham 5: 35 Smallbrook, Ringway
Bristol 1: 50 Fairfax Street

Enclosed please find £6 12s. 8d.
being one year's subscription to the
BOARD OF TRADE JOURNAL.
The copy should be sent to:

Name .....

Address .....

.....

Shake hands with your Freight Consolidator.

He can save you big money on your smaller overseas air shipments.

Here's how. He takes shipments from other exporters and consolidates them with yours. This lets him buy air cargo space at a lower rate (he can usually save you the most on shipments of 45 kilos or less). And you reap the savings.

He does a lot more for you too. For instance: he handles all the time-consuming details. Like door-to-door pick up and delivery. Insurance. Customs clearance. And a pile of paperwork.

Your Freight Consolidator is a professional in every way. That's why Pan Am's® such a favourite with him. He knows we go all over the map—to 121 cities in 84 lands. And he knows the care we take with every shipment.

To find out who the Freight Consolidators are in your area, give us a call. And we'll introduce you.

Pan Am Clipper® Cargo,
Princes Arcade, London S.W.1.
Tel: 01-437 9905

Birmingham: 021-236 8731
Manchester: 061-832 3981
Glasgow: 041-221 6060
Prestwick: 79822 (Extn. 3063)

World's largest air cargo carrier.

PAN AM

World's most experienced airline.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,130	—	16,041	15,386	15,386	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	127	123	114	..	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	..	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	..	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	155	148	126	..	160	130	170	189	152	+365	+217	+42	+43
1966	131	133	163	157	129	100	162	134	163	183	163	+199	+129	+ 2	+ 6
1967	132 (1)	133	169	164	131	101	171	127	168	200	185	+ 96(1)	— 39	—37	+10
1966															
3rd quarter	131	134	162	157	127	100	164	135	166	182	169	+ 88	+ 80	+25	—15
4th quarter	133	132	163	158	127	99	163	133	160	186	168	— 4	+ 11	— 9	—24
1967															
1st quarter	132	132	165	160	129	100	165	127	165	189	174	+ 37	— 8	—10	+14
2nd quarter	132	133	167	161	129	100	174	133	176	196	185	+ 46	+ 12	—12	+14
3rd quarter	133	132	170	165	132	102	172	126	166	204	189	— 22	— 18	—16	—20
4th quarter	132 (1)	135	172	168	134	104	172	123	164	207	194	+ 35(1)	— 24	+ 1	+ 2
1968															
1st quarter		137*				106									+46
1967															
September		132				102									
October		133				102									
November		134				104									
December		137				105									
1968															
January		136*				104									
February		137*				105									
March		137*				107									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Delivered series from Jan. 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown
Value in base year, £m.			—		—	—	—				3,834	3,250	£ million
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,193	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,567	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,784	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,821	158	155	— 31
1967	143	114*	140·3	+2·5	112·4	134·3	175·3	515	174		168	155	—514
1966													
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,892	161	157	— 52
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,641	147	164	+141
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,392	164	166	+ 22
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—121
3rd quarter	147	100	139·8	+1·7	110·9	134·7	177·3	555	158	24,472	162	157	— 45
4th quarter	143	114	141·5	+2·1	116·7	135·9	179·5	538	182		178	138	—370
1968													
1st quarter		118*	143·5	+3·0	125·3*	139·2*	184·7	511	186		203	181	
1967													
September	147	100	139·6	+1·5	112·0	134·9	178·1	563	165		166	150	
October	145	103	140·6	+2·0	111·9	135·4	178·7	541	176		163	125	
November	145	112	141·5	+1·9	116·1	135·9	179·7	536	181		180	125	
December	143	114	142·4	+2·4	121·9	136·5	180·3	538	190		190	164	
1968													
January	143*	115*	142·9	+2·7	123·3	137·9	184·1	520	186		194	185	
February	142*	116*	143·6	+3·0	125·7	139·2	184·7	503	185		208	183	
March		118*	144·1	+3·4	126·8*	140·6*	185·3	509	187		206	181	
April					123·8*	140·7*		535	183		204*	179*	

*Provisional. †Not seasonally adjusted. (1) Including an allowance for the difference in timing between the estimates of stock building and the recording of exports.

United Kingdom trade in April

An abbreviated version of this article was published in last week's Journal.

Exports

EXPORTS IN APRIL were £486 million, seasonally adjusted. It is believed that the carry-over from the dock strikes contributed between £90 million and £120 million to exports in the first quarter. Almost certainly it was diminishing over the period and declined further in April. Nevertheless, the April total was close to the March figure of £489 million and only a little below the first quarter average.

Given the diminishing effect of the dock strikes over the four months of this year, evidence is growing in the recent figures (and other indicators) of an upward movement in the underlying trend. It inevitably takes time, however, for the volume of exports to build up in response to devaluation.

Over the three months February-April, exports averaged £491 million, some £67 million a month, or 16 per cent, higher than in the second and third quarters last year, a period before the dock strikes affected the figures.

The export unit value index, available up to March, shows a 6 per cent increase compared with the second and third quarters last year, so that higher export prices have contributed about £25 million to the monthly value of exports.

Exports to the EEC countries and to the United States have

Table 1A. United Kingdom trade

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f. Total	Imports c.i.f. Excluding US military aircraft, etc.	Re-exports f.o.b.	Visible trade balance†
1966	421	496		16	— 9
1967	419	537	533	15	— 46
1966 1st quarter	412	508		16	— 24
2nd quarter	397	492		16	— 34
3rd quarter	428	513		15	— 20
4th quarter	446	470	469	17	+ 43
1967 1st quarter	451	526	525	16	— 8
2nd quarter	428	530	525	15	— 38
3rd quarter	420	519	513	16	— 27
4th quarter	376	571	566	15	—111
1968 1st quarter	496	647‡	641‡	18	— 65*‡
1967 November	340	579	574	14	—158
December	450	611	605	17	— 65
1968 January	500	621	617	18	— 33*‡
February	496	665	656	19	— 71*‡
March	489	658‡	652‡	17	— 92*‡
April*	486	651	645	18	— 87*
1967/8 November-January	430	604	599	16	— 85*‡
1968 February-April*	491	658	651	18	— 83*

*Provisional estimates.
†Excluding transactions relating to US military aircraft financed by Exim bank credit (see Notes).
‡Revised estimates.

Table 1B

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter	459·8	469·6	17·4
1967 1st quarter	444·8	536·5	15·4
2nd quarter	446·1	540·1	15·7
3rd quarter	395·0	507·8	14·7
4th quarter	389·4	562·8	15·8
1968 1st quarter	501·2	664·2	18·8
April*	489·9	645·6	18·7

*Provisional estimates.

United Kingdom Exports by Areas

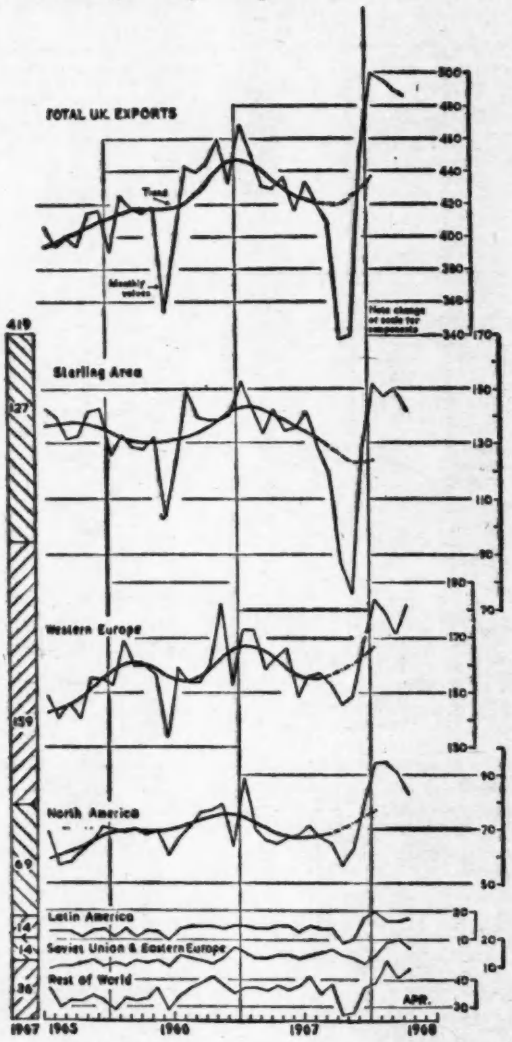
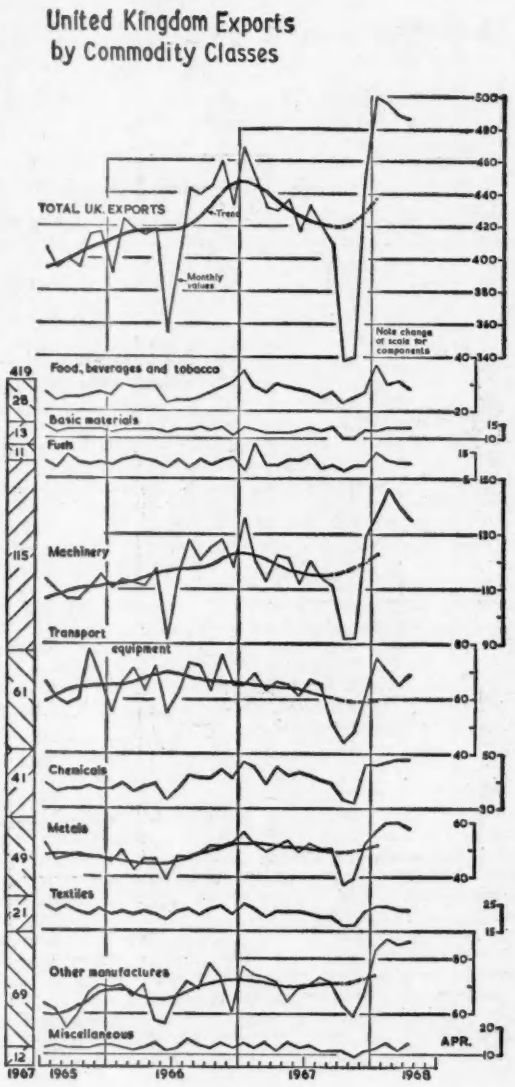


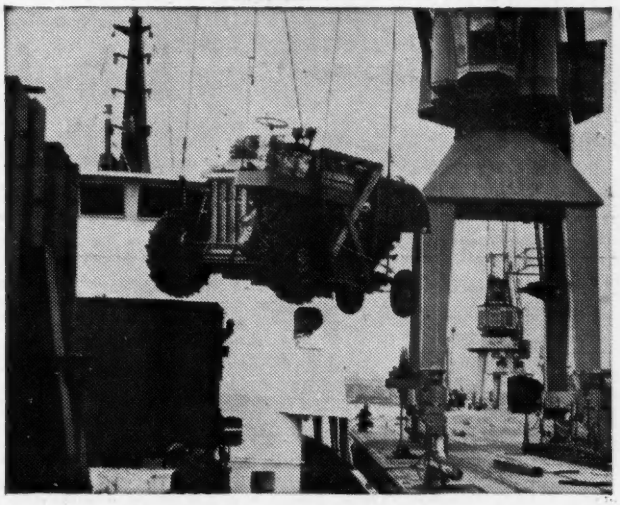
Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. — Monthly averages or calendar months

	Total	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World
1967 Year	419	127	159	80	63	69	14	14	36
2nd qtr.	428	138	159	80	63	67	15	14	38
3rd qtr.	420	130	155	78	62	68	14	15	38
4th qtr.	376	97	154	81	60	67	12	13	31
1968 1st qtr.	496	150	178	96	66	93	18	18	42
Feb.	496	148	179	95	67	94	17	19	47
March	489	149	171	91	65	90	17	20	41
April*	486	142	182	99	65	83	18	17	44
1967/8 Nov.-Jan.	430	118	167	89	63	79	16	13	35
1968 Feb.-Apr.*	491	146	177	95	66	89	18	19	44

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.





One of a shipment of Ransomes 1001 *Combines worth £77,000 being loaded at Ipswich docks for transhipment overland to Iran by rail through the USSR. These machines will be joining a large number of* 1001*s which have already seen considerable service in the Middle East,*

been high in recent months, reflecting a strong recovery in these two important markets since the middle of last year. In the three months February to April, exports to EEC countries averaged £95 million a month, 21 per cent higher than in the middle two quarters of 1967, and exports to the United States, at £69 million a month, were 40 per cent greater. Deliveries to the Soviet Union and Eastern Europe were 28 per cent more.

Exports to the sterling area, at £146 million a month in February to April, were only 9 per cent higher than in the middle of last year.

Among the main commodity classes of exports, machinery averaged £140 million a month in February to April, 20 per cent more than in the middle quarters of last year. Over the same period, exports of the 'other manufactures' category increased sharply by 23 per cent to £86 million a month, in part due to a higher rate of exports of precious stones. Shipments of motor vehicles, which declined during 1967, recovered in the early months of this year, and in February to April averaged £51 million a month, 13 per cent higher than in the middle of last year and about the same as in the first quarter of last year.

(*Continued on next page*)

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b.

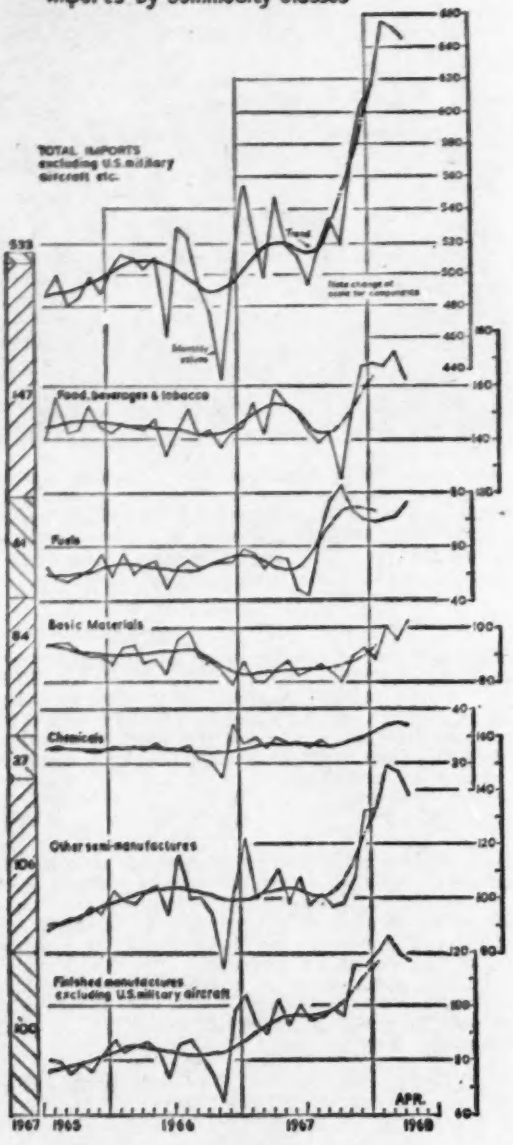
Monthly averages or calendar months

	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous
					Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
						Total	Machinery	Road motor vehicles	Other transport equipment					
1967 Year	419	28	13	11	356	176	115	44	17	41	49	21	69	12
2nd quarter	428	29	13	11	364	182	118	48	16	43	51	22	68	13
3rd quarter	420	26	14	11	360	176	115	42	19	41	51	20	72	12
4th quarter	376	25	11	9	319	158	105	34	18	37	43	19	63	11
1968 1st quarter	496	32	14	13	428	212	141	50	21	47	59	23	85	12
February	496	30	14	12	436	216	146	48	22	47	60	24	87	14
March	489	31	14	11	421	204	140	51	17	48	60	23	85	11
April*	486	28	14	11	420	205	135	53	17	48	58	23	86	14
1967/8 Nov.-Jan.	430	29	12	12	365	183	120	41	22	41	49	21	70	11
1968 Feb.-April*	491	29	14	12	426	208	140	51	18	47	59	23	86	13

*Provisional estimates.

UNITED KINGDOM TRADE IN APRIL, *continued*

Imports by Commodity Classes



Imports

Compared with the March figure, now revised downward to £652 million, and the February figure of £656 million, imports in April showed a further slight fall to £645 million, seasonally adjusted and excluding United States military aircraft.

Over the three months February-April, imports averaged £651 million, compared with £599 million in November-January. Delayed arrivals due to the dock strikes last autumn contributed a little to the increase. Of the rise in value, of 9 per cent (£52 million a month), half arises from an increase in import prices. There was also an increase in volume, largely reflecting unusually high imports of a few particularly variable commodities and an increase in industrial materials generally.

The commodity analysis shows that about one-quarter of the increase in the value of imports in February-April compared with the preceding three months reflected sharply higher values for tobacco and silver, each higher by £4 million a month, and for precious stones, higher by £3 million a month (linked with the rise in exports of diamonds). Both tobacco and precious stones fell back to lower levels in April, but imports of silver continued relatively high.

Imports of industrial materials have tended to rise by volume as well as price in recent months; this would be expected in association with rising industrial activity and may perhaps owe something to a resumption of the stockbuilding which would normally go wth expanding output. Imports of basic materials were £9 million (10 per cent) higher by value in February-April, compared with November-January; chemicals were higher by £5 million (15 per cent), whilst other semi-manufactures (apart from silver and precious stones) showed an increase of £12 million (12 per cent). Imports of fuels were only slightly higher by value in the last three months, as were food and beverages.

Finished manufactures (excluding military aircraft) were higher by £5 million a month (4 per cent) between November-January and February-April. The increase here was mainly in machinery, but partly, also, in consumer goods. In the course of the last three months, however, there has been some decline.

The higher value of imports in February-April compared with November-January showed up in arrivals from most of the main trading areas. Arrivals from the 'rest of the world' category, however, were lower, mainly reflecting a decline to a more normal level of oil supplies from non-sterling sources.

Visible trade balance

The estimate of the visible trade deficit in March has been revised downwards from £103 million to £92 million (seasonally adjusted and excluding United States military aircraft), to take account of later information for a number of elements in the calculation, including the lower import figure. Compared with the revised March figure, the deficit in April, at £87 million, shows a further small reduction. In the three months February-April the deficit averaged £83 million a month, compared with £85 million a month in the preceding three months.

In addition to visible trade, the current account of the balance of payments includes net invisible earnings and these are generally in significant surplus; over the years 1963-67 the surplus averaged some £150 million a year, or £13 million a month.

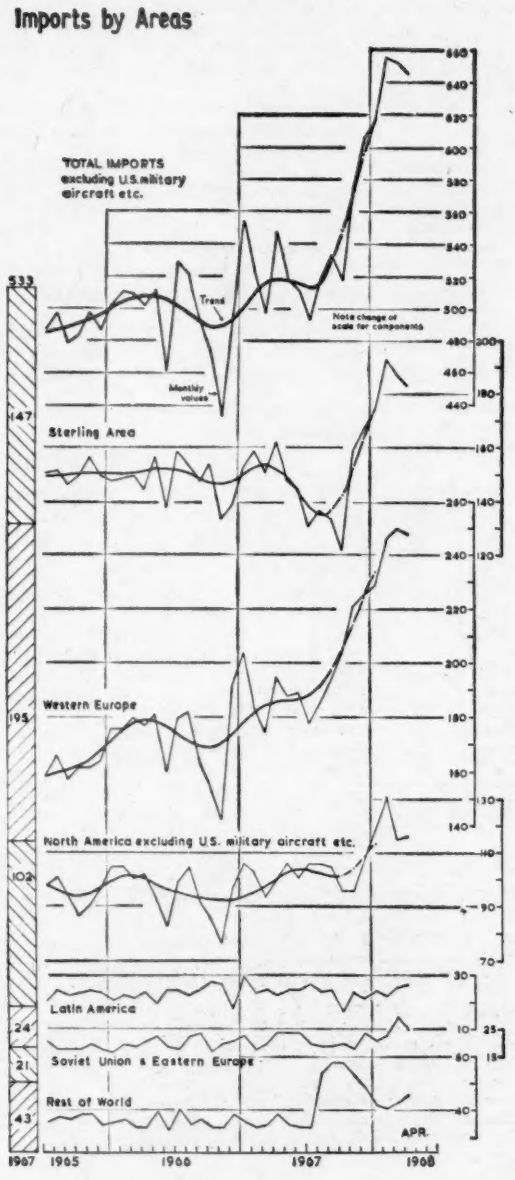
Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures		Miscellaneous
					Total	Basic materials	Chemicals	Other semi-manufactures	Total	Excluding US military aircraft, etc.	
1967 Year	537	533	147	61	218	84	27	106	104	100	7
2nd quarter	530	525	154	52	217	84	28	105	104	99	6
3rd quarter	519	515	141	61	210	84	27	99	101	97	7
4th quarter	571	566	148	75	228	87	28	112	113	109	7
1968 1st quarter	647	641	168	70	271	94	34	143	129	122	10
February	665	656	167	71	284	100	34	149	135	126	10
March	658	652	172	71	277	95	35	147	126	120	12
April*	651	645	162	76	274	102	34	138	122	117	12
1967/8 November-January	604	599	162	71	244	90	30	124	121	116	7
1968 February-April*	658	651	167	72	279	99	35	145	128	121	11

*Provisional estimates.



NOTES:

Detailed particulars of United Kingdom imports, exports and re-exports will be published on May 27* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade† for June, due to be published on or about June 27.

Visible trade balance

(a) The figures for the visible trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

(b) *Purchases of United States military aircraft*

The calculation of the visible trade balance excludes transactions, whether deliveries or payments, relating to the purchase of United States military aircraft (including some missiles) which are being financed by the special United States Exim Bank credit. The effect of these transactions on the balance of payments accounts is shown in the quarterly balance of payments statistics published in *Economic Trends*.

*Accounts relating to the Overseas Trade of the United Kingdom, April 1968, HMSO, price 30s., by post 31s.
†Report on Overseas Trade, published by HMSO, price 5s., by post 5s. 5d. Annual subscription £3 6s., including postage.

DETAILED STATISTICS OF UNITED KINGDOM OVERSEAS TRADE

Each month the Overseas Trade Accounts give a considerable amount of detail about United Kingdom imports, exports, re-exports and commodities and, for many of them, the most important countries of consignment.

The information in the accounts is, in fact, a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Statistical Classification for Imported and Re-exported Goods (which has about 3,000 headings) and the Export List (2,900 headings); there are 192 specified countries of consignment.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual headings of the Import Classification and the Export List and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office (Bill of Entry Section), HM Customs and Excise, 27 Victoria Avenue, Southend-on-Sea (Tel. Southend (0702) 49421, Ext. 316 or Imports and Re-exports, Ext. 314 for Exports, Telex 99112 CUSEX Southend).

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f.

Monthly averages or calendar months

	Total	Total excluding US military aircraft, etc.	Sterling Area	Western Europe	North America		Latin America	Soviet Union and Eastern Europe	Rest of World
					Total	Excluding US military aircraft, etc.			
1967 Year	537	533	147	195	106	102	24	21	43
2nd quarter	530	525	151	191	108	102	24	24	36
3rd quarter	519	515	134	186	109	105	26	19	48
4th quarter	571	566	149	217	104	99	21	21	53
1968 1st quarter	647	641	184	242	129	122	24	25	42
February	665	656	193	246	140	131	23	23	41
March	658	652	187	250	122	116	26	30	43
April*	651	645	183	248	121	116	27	25	46
1967/8 November-January	604	599	167	225	112	107	24	21	48
1968 February-April*	658	651	188	248	128	121	25	26	44

*Provisional estimates.
†Figures for Burma and Rhodesia are included with those for the 'Rest of the World'.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in March was 18 per cent more than in March 1967. This comparison, however, is affected by the changing incidence of Easter which last year fell in March.

Statistics issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of delivery of worsted yarn and woven fabrics (excluding blankets) were 14 per cent more and 2 per cent less respectively than in March 1967. The rate of production of wool and hair tops was 5 per cent more and of man-made fibre tops 45 per cent more.

Output of the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (a)	Worsted yarn	Woven fabrics (excluding blankets) (b)		Blankets (a)
		Wool and hair	Man-made fibres			Woollen	Worsted	
Quarterly average	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
1967 Jan.	31·9	19·2	5·0	25·9	17·8	13·7	12·0	2·7
Feb.	31·1	18·7	4·7	25·3	16·2	12·5	11·5	2·3
Mar.	31·5	18·5	4·7	25·9	16·5	12·9	11·7	2·0
1968 Jan.	34·7	19·1	6·1	29·0	18·2	14·1	12·5	3·3
Feb.	33·5	18·6	6·1	27·7	17·6	12·8	11·7	2·9
Mar.	34·7	19·4	6·8	28·3	18·8	12·9	11·4	2·8

(a) Estimated. (b) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Exports of wool textile products

Quarters or quarterly averages

	Wool tops		Yarns		Woven fabrics		Other wool textile products (a)	Total
	£m.	Mn. lb.	£m.	Mn. lb.	£m.	Mn. sq. yds.	£m.	£m.
1958	9·83	22·21	4·08	6·29	15·98	23·82	0·93	30·82
1959	10·02	24·10	4·62	7·77	16·18	25·73	0·96	31·78
1960	10·23	22·79	5·09	8·21	16·51	24·39	1·05	32·88
1961	9·92	23·02	4·53	7·29	15·97	22·68	0·83	31·24
1962	8·46	19·55	4·57	7·37	15·53	22·02	0·74	29·30
1963	10·71	24·00	5·32	8·47	15·94	22·32	0·75	32·72
1964	9·60	18·79	5·52	8·03	16·81	22·36	1·03	32·95
1965	7·24	16·00	5·13	7·55	17·00	22·19	1·15	30·52
1966	7·17	15·67	5·02	7·38	15·96	20·29	0·92	29·07
1967	5·63	12·85	4·51	6·92	14·96	18·91	0·84	25·95
1966								
1st qtr.	7·50	16·86	5·11	7·42	16·29	21·14	0·91	29·80
2nd qtr.	7·39	16·05	5·01	7·50	15·20	19·06	0·92	28·52
3rd qtr.	6·67	14·38	4·66	6·62	15·62	19·85	0·91	27·85
4th qtr.	7·13	15·38	5·29	7·96	16·75	21·13	0·95	30·13
1967								
1st qtr.	6·77	15·31	4·99	7·55	15·36	19·77	0·97	28·09
2nd qtr.	5·98	13·53	4·98	7·65	15·97	19·74	0·90	27·83
3rd qtr.	5·18	11·49	4·17	6·34	14·59	18·53	0·79	24·73
4th qtr.	4·60	11·08	3·90	6·16	13·92	17·60	0·72	23·14
1968								
1st qtr.	5·66	14·33	4·53	7·09	15·33	19·84	1·07	26·59

(a) Wool or other animal hair, carded or combed; felts, wholly or partly of wool; blankets; travelling rugs; woollen and worsted fents; and other made-up textile articles, not individually specified in the Export List, of sheep's or lambs' wool or fine animal hair.

Other commodities of, or containing, wool or animal hair not included in the above table: sheep's or lambs' wool and fine or coarse animal hair not carded or combed; noils, rags and other waste; carpets; garments; smallwares; knitted or crocheted fabrics; woven fabrics predominantly of man-made fibres containing sheep's or lambs' wool or fine animal hair.

Production in the cotton industry

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in March was 19 per cent more than in March 1967. This comparison, however, is affected by the changing incidence of Easter which fell in March last year.

Statistics issued by the Textile Council show that in the period January-March the amount of cloth woven was at about the same level as in the first three months of 1967. Production of single yarn was 3 per cent more and the amount of yarn doubled 5 per cent more.

Production of the cotton industry

(all figures are weekly averages)

	Single yarn (a)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (b)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (c)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yds.	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1967 March*	7·29	2·15	2·10	1·93	1·34	14·2	10·0
April	8·06	2·49	2·24	2·24	1·48	15·6	10·9
May*	7·86	2·53	2·16	2·13	1·37	14·5	10·6
June	5·80	2·08	1·71	1·69	1·50	14·4	10·3
July	6·28	1·95	1·85	1·96	1·21	8·6	7·5
August*	7·22	2·51	1·92	2·00	1·13	14·4	9·8
September	6·36	2·22	1·91	1·86	1·71	13·0	9·2
October	7·93	2·67	2·22	2·23	1·90	15·3	10·8
November*	7·96	2·73	2·26	2·15	1·78	15·3	10·9
December	6·86	2·43	1·92	1·93	1·99	13·3	9·4
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·4	11·5

(a) Spun in the cotton industry. (b) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (c) Deliveries. *Average of 5 weeks. †53-week period.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1,

Monthly at £1 a year, post free:

Gramophone Records for February 1968.
Pottery for March 1968.
Salt for March 1968.
Footwear for March 1968.
Cars and Commercial Vehicles for March 1968.
Rubber for February 1968.
Foam Backing, Foam Laminating and Fabric to Fabric Bonding for January 1968.
Processed Man-Made Continuous Filament Yarn for March 1968.

Quarterly at 7s. 6d. a year, post free:

Linen for January-March 1968.
Contractors Plant for October-December 1967.

Census of Production for 1963

THE FOLLOWING parts of the Report on the Census of Production for 1963 are now available:

Part 2 – Coal mining (price 3s. 0d. or including postage 3s. 3d.)
Part 13 – Cocoa, chocolate and sugar confectionery (price 3s. 6d. or including postage 3s. 9d.)
Part 26 – Fertilizers and chemicals for pest control (price 3s. 6d. or including postage 3s. 9d.)
Part 93 – Weatherproof outerwear (price 3s. 6d. or including postage 3s. 9d.)
Part 94 – Men's and boys' tailored outerwear (price 3s. 6d. or including postage 3s. 9d.)
Part 99 – Corsets and miscellaneous dress industries (price 3s. 6d. or including postage 3s. 9d.)

Copies can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1,

During a recent visit to the Nottingham knitwear firm of Vedonis Ltd., a member of the George Spencer group, two members of the Russian Trade Delegation in this country showed particular interest in this machine which manufactures ribs for cardigans. Left to right are: Mr. R. H. Saxby, the firm's director in charge of sales and production; Mr. A. A. Ullanov, the Delegation's economics adviser; Mr. V. Frolov, head of the Economic Department, and Mr. W. Widdowson, factory director. The purpose of the visit was to increase the company's exports by improving trade relations with Russia and other East European countries. Vedonis have already obtained a foothold in Eastern Europe, and for the past 18 months have been exporting large quantities of ladies' knitwear to Poland. They have also increased exports to other European countries, as well as the Middle and Far East.

CLOTHING MANUFACTURER'S 'SPLENDID EXPORT EFFORTS'

A warm tribute to the work of the Board of Trade in helping exporters was paid by Mr. Myron Ackerman, chairman of Chester Barrie Ltd., the Crewe-based firm of men's clothing manufacturers, when welcoming Mr. S. Scholefield Allen, who visited the factory on May 10 to convey the congratulations of Lord Brown, Minister of State at the Board, on their 'splendid export efforts'. Mr. Ackerman, who revealed that a special export team had been formed by the company to make a drive on the American market this year, said that every one of their export salesmen had constantly reported that wherever they went, from Johannesburg to Sydney, if they had a problem, they could go straight to the Board of Trade representative and be certain that within 15 minutes they would get help. The Board, both at home and abroad, 'employed men who are first-rate and know their job'.

In the past three years Chester Barrie's exports have gone up 77 per cent, and now account for more than 40 per cent of their total output. Picture shows Mr. Ackerman welcoming Mr. Allen (seated on his right with Mrs. Allen).

Orders in the textile and clothing industries

IN THE FIRST quarter of 1968 net new orders in the textile and clothing industries were 4 per cent above the 1967 average although 3 per cent less than in the previous quarter, which included the very high December figure. Deliveries in the first quarter of 1968, though unchanged in comparison with the previous quarter, were 2 per cent more than the average for 1967. Order books lengthened further in March and at the end of the month were 4 per cent higher than at the end of 1967 and were at their highest level since August 1966.

The above comparisons are based on the seasonally adjusted series in the accompanying table. Revisions have been made to the figures up to February 1968 to allow for the experience of 1967 in the seasonal adjustment programme.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967*	114		93		91	
	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted	Un-adjusted	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter*	114	114	109	100	96	93
1968 1st quarter*	118	118	99	97	95	93
1967 January	105	104	86	90	85	89
February	105	105	97	92	97	92
March	104	104	86	89	88	92
April	106	105	99	89	94	88
May	108	104	92	88	85	86
June	107	104	89	88	92	93
July	102	102	72	87	85	93
August	100	103	74	96	80	90
September	100	105	97	99	98	91
October*	103	106	111	93	101	91
November*	112	109	121	99	99	91
December*	114	114	96	108	89	97
1968 January*	115	115	89	93	86	90
February*	116	116	101	97	99	94
March*	118	118	107	100	101	97

(a) Wool, Hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries. (b) At constant (average 1958) prices. *provisional.

Index of industrial production for March

THE INDEX of industrial production for March 1968, seasonally adjusted, is estimated provisionally at 137 (1958 = 100) the same as for February. For manufacturing industry alone the figures were 139 and 138 respectively.

For the three months January to March 1968 it is provisionally estimated that production as a whole was 1.1 per cent higher than in the preceding three months, October to December 1967; for manufacturing industries alone there was an increase of 1.3 per cent. Detailed tables will appear in next week's *Board of Trade Journal*.

LETTERS TO THE EDITOR

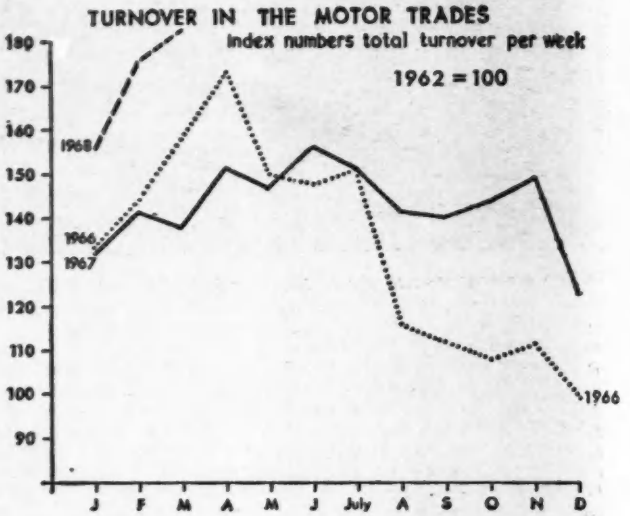
Editorial communications should be addressed to the Editor, **Board of Trade Journal,** *Room* **127,** *Board of Trade,* **1** *Victoria Street, London, S.W.*1 (*Tel,* 01-222 7878, *Ext,* 2653/6) *and not to HMSO.*

Turnover of the motor trades in March

THE TOTAL TURNOVER of the motor trades in March continued at a high level and was 33 per cent above that in March 1967. Turnover in the first quarter of 1968 was 26 per cent more than in the first quarter of 1967 and at the highest level for any quarter since the series started in 1963.

Sales of new motor vehicles during the month were 48 per cent higher than in March 1967, while sales of used motor vehicles were 31 per cent higher than in March last year. In the first quarter of 1968 sales of new motor vehicles were 41 per cent higher and sales of used vehicles were 27 per cent higher than in the first quarter of 1967. These figures reflect the high level of business this year compared with last year when the trade was slowly recovering from the depressed level experienced in the latter half of 1966. It should be remembered that the indices are indicators of trade at current prices and so movements in the indices reflect not only the volume but also price changes.

Sales of petrol, oil, accessories, spare parts and tyres together with receipts from servicing and repairs were 19 per cent higher in March than in the corresponding period last year, an increase considerably higher than recent experience. Part of the increase is due to the high demand for tyres in March this year caused by the introduction of new regulations. Sales of specialist tyre dealers were nearly double those of March 1967. The fact that last year the Easter holiday fell in March also affects comparison. For the quarter as a whole the increase on 1967 was 11 per cent, this large increase being due mainly to the March experience.



Index numbers of turnover per week and percentage changes on a year earlier (a)

1962 = 100

Kind of business (Turnover in 1962 £ million)		Year	1st Qtr.	2nd Qtr.	3rd Qtr.	4th Qtr.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
Total turnover (£2,979 million)	1964	127	126	141	125	114	116	132	134	147	138	139	134	120	122	118	127	100
	1965	130	141	140	125	114	124	144	153	147	136	136	140	116	119	120	119	105
	1966	133	146	157	125	106	133	144	158	173	150	149	151	116	112	108	111	99
	1967	143	137	152	144	137	132	141	138	151	147	156	153	142	140	144	149	123
	1968	172(b)	172				156	176	183									
	1967	+7	−6	−3	+15	+30	−1	−2	−13	−12	−2	+4	+1	+22	+25	+33	+34	+24
	1968	+26(c)	+26				+18	+24	+33									
Analysis of Turnover: Sales of new motor vehicles (£1,119 million)	1963	143	154	167	132	118	136	158	166	185	157	160	148	122	128	123	142	95
	1965	138	172	151	122	109	144	176	192	165	142	147	149	105	113	116	117	96
	1966	136	173	178	112	80	155	166	192	227	160	154	163	92	87	82	88	72
	1967	145	145	159	139	138	139	150	145	161	156	161	151	136	133	143	156	120
	1968	204(b)	204				185	209	214									
	1967	+7	−16	−10	+24	+72	−10	−10	−25	−29	−2	+5	−7	+47	+53	+74	+77	+66
	1968	+41(c)	+41				+33	+39	+48									
Sales of second hand motor vehicles (£568 million)	1964	120	124	142	118	96	104	135	132	145	146	136	130	114	113	105	111	75
	1965	119	132	142	110	93	107	138	148	162	142	126	127	104	102	105	98	79
	1966	119	135	153	103	85	111	138	151	158	154	148	129	94	91	89	92	76
	1967	133	124	150	141	117	105	134	133	148	143	158	148	138	139	135	135	89
	1968	158(b)	158				125	174	173									
	1967	+12	−8	−2	+37	+38	−6	−3	−12	−6	−7	+7	+15	+47	+54	+52	+47	+17
	1968	+27(c)	+27				+19	+30	+31									
All other sales and receipts (£1,292 million)	1964	116	106	118	122	118	104	109	106	114	118	122	124	121	121	119	120	115
	1965	127	118	129	133	128	115	119	121	126	129	131	137	130	132	131	131	124
	1966	138	128	140	146	137	124	126	132	133	141	146	151	146	143	139	140	133
	1967	144	136	146	150	146	138	137	134	144	141	151	156	149	145	148	149	141
	1968	151(b)	151				144	147	160									
	1967	+5	+6	+4	+2	+6	+11	+8	+2	+9	Nil	+3	+4	+2	+2	+6	+6	+6
	1968	+11(c)	+11				+5	+8	+19									

(a) The periods covered by the index numbers consist of either four or five weeks each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by March, 1968, turnover was the five weeks from February 25, 1968 to March 30, 1968; the corresponding period in 1967 was from February 26, 1967 to April 1, 1967.
(b) Index numbers for period January to March, 1968.
(c) Percentage change for period January to March, 1968, compared with the corresponding period of 1967.

ELEPHANTIDE (REGD.)
INSULATING PRESSBOARD
for all Oil Immersed Electrical Apparatus such as
TRANSFORMERS, SWITCHGEAR, etc.
Also PRESS PAPERS FOR CLOTH FINISHING
B. S. & W. WHITELEY LTD., POOL-IN-WHARFEDALE, YORKSHIRE.
Telephone: ARTHINGTON 3121 • TELEX 55103 • Grams: WHITELEY, POOL-IN-WHARFEDALE

Representatives of member firms of the British Mechanical Engineering Federation visiting the Central Office of Information on May 7, when they were introduced to the work of the Central Office of Information by the Assistant Controller (Overseas), Mr. R. A. Fleming. The visitors took part in discussions on the export publicity services of the COI with members of the Overseas Press Services, Photographs, Regional Office, Films and Television, Exhibition, Radio, Publications, Reference and Tours and Production Services Divisions. The party included: Mr. K. R. F. Bishop (Cape Insulation Ltd., London), Mr. R. Ford (Chloride Publicity Services, London), Mr. F. Hance (Crane Ltd., London), Mr. W. C. Whittle (York Shipley Ltd., London), Mr. W. G. Lucas (Servotomic Ltd., London), Mr. K. Roney (Babcock & Wilcox (Operations) Ltd., London), Mr. E. B. Howes and Mr. P. S. Stone (Fisher Governor Co. Ltd., Rochester), Mr. A. H. Wallace (Chrysler Air Temp Ltd., London), Mr. R. I. Drake (D. Drake & Son Ltd., Bournemouth), Mr. S. A. Faiers (Langley Alloys Ltd., Slough), Mr. B. C. Allen (Hymatic Engineering Co. Ltd., Redditch), Mr. T. W. Parker (J. E. Hall Ltd., Dartford) and Mr. J. A. Hodgson (British Mechanical Engineering Federation).

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, May 17, 1968.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 36: *The Throwaway Society*	Br/E 33194	9	May 13	Rank Film Distributors Ltd.	Athos Film Productions Ltd.
Four for the Clouds	Br/E 33200	10	May 17	Columbia Pictures Corp. Ltd.	New Zealand National Film Unit.
The Long Green Mantle	Br/E 33201	9	May 17	" "	" "
Queen of Flowers	Br/E 33202	9	May 17	" "	" "
Toehold on a Harbour	Br/E 33203	11	May 17	" "	" "
Valley of Waitomo	Br/E 33204	12	May 17	" "	" "
The Devil Rides Out	Br/E 33205	95	May 17	Warner-Pathe Distributors Ltd.	Hammer Film Productions Ltd.
Pathe News 68-39	Br/E 32931	7	May 17	" "	Associated British-Pathe Ltd.
Pathe News 68-40	Br/E 32932	8	May 17	" "	" "
Movietone News 2031	Br/E 32879	7	May 17	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2031A	Br/E 32880	8	May 17	" "	" "
FOREIGN					
Chubasco	F 33195	76	May 13	Warner-Pathe Distributors Ltd.	Warner/Seven Arts Inc.
Virtue Runs Wild	F 33196	97	May 15	Bargate Films Ltd.	Teatrenes Films-Kontor A/S, Copenhagen.
Blue	F 33197	111	May 16	Paramount Film Service Ltd.	Kettledrum Productions.
Fantomas Strikes Back	F 33198	87	May 16	Compton Film Distributors Ltd.	La Societe Nouvelle des Etablissements, Gaumont, Paris.
Strike First Freddie	F 33199	99	May 16	" "	Nordisk Film, Copenhagen.

AMENDMENT TO THE REGISTER:
The playing time of the film 'The Slender Thread' (F 31158) registered on March 10, 1966, has been amended to 78 minutes.

INDUSTRIAL ESTATES — THE ANSWER TO ECONOMIC EXPANSION

Board of Trade factories available now. For details apply to:

England
English Industrial Estates Corporation
Team Valley
Gateshead-on-Tyne 11

Scotland
Scottish Industrial Estates Corporation
3 Woodside Place
Glasgow C.3

Wales
Welsh Industrial Estates Corporation
Treforest Industrial Estate
Pontypridd, Glam

Northern Ireland
Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

Electronic capital equipment output tops £400 million

THE Ministry of Technology announce that last year output of capital equipment in the electronics industry exceeded £400 million for the first time. Although the growth-rate of the industry has slowed down since 1966 this figure still represents a 10 per cent increase in output over that year.

About one-third of all deliveries of equipment are being exported. In terms of cash value computers are now the largest export at £35.3 million with radar next at £31 million. As a percentage of deliveries, public broadcasting equipment leads, exporting 56 per cent, followed by measuring and testing equipment with over 40 per cent going abroad.

The Ministry of Technology's figures, based on returns from the industry, are still provisional and include computers and ancillary equipment, electronic instrumentation, and control equipment in the scientific instrument industry.

Deliveries of broadcasting equipment rose 50 per cent in 1967

The table below gives details of deliveries of equipment together with research and development and other work for the three years 1965-1967, and each quarter of the latter year. No great emphasis should be placed on fluctuations from one quarter to another as these can be caused by the delivery of major items of a considerable individual value. More meaningful comparisons can, however, be made between years as follows:

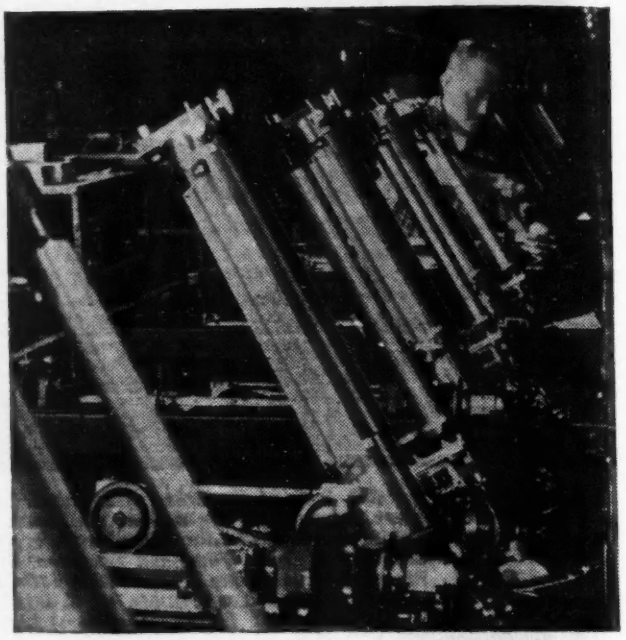
Percentage increase (+) or decrease (—) from previous year:

Total deliveries of	1966	1967
Computers	+116	+26
Control equipment		−17
Measuring equipment	+15	+13
Nucleonic instruments	−10	−5
Broadcasting equipment	−11	+53
Radar	+12	+ 6
Radio communications	+17	+ 1
Other goods	+35	+32
Other work	+25	+12
Total deliveries	+25	+10
R and D	+24	− 2
Total output	+25	+ 9

The most rapid growth between 1966 and 1967 was in broadcasting equipment, a relatively small sector of the industry, but in absolute terms the bulk of the £34 million increase in total deliveries came from the computer sector.

Orders on hand continue to grow

At the end of 1967 total orders on hand for electronic capital equipment amounted to £475 million, of which about £155 million were for export. These figures show increases of £125 million and £55 million respectively over the order book at the end of 1966 and imply that the rate of deliveries in the current year should not be less than in 1967. Included in the end 1967 figures are orders on hand for computers of £130 million, of which £30 million were for export.



The success of Honeywell's Series 200 computers in export markets throughout the world has led to rapid expansion of the company's manufacturing facilities in Scotland. Here a line of high-speed printers for Series 200 system are pictured in the final stages of production. In 1968, Honeywell's factory at Newhouse, Lanarkshire, will produce three times as many computers as in 1966. Over half this output will be exported to countries throughout Europe and the Commonwealth.

Increasing productivity in the electronic industry

At the end of the year the total number of employees in the establishments covered by these delivery figures, together with associated R & D and servicing organizations, including field staff, was 140,000, an increase of only 5 per cent over end 1966. Average employment in 1967, however, is thought to have been little higher than the average for 1966, so that as the value of deliveries increased by 10 per cent, the value of output per man improved appreciably.

Computer manufacturers accounted for 41,000 or 30 per cent of the total employment at the end of 1967.

Electronic capital equipment; deliveries, R. & D and other work (£ million)

	1965		1966		1967*		1st Quarter*		2nd Quarter*		3rd Quarter*		4th Quarter*	
	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export	Total	For Export
1. Electronic computers and related equipment	34·6	6·4	74·8	31·4	94·4	35·3	19·4	8·0	22·3	8·9	25·0	9·1	27·7	9·3
2. Industrial electronic control equipment	51·2	12·2	51·0	10·2	42·5	9·3	10·6	1·9	8·9	2·2	10·8	2·3	12·2	2·9
3. Electronic measuring and testing equipment	27·2	11·2	31·3	13·7	35·6	14·8	8·4	3·5	8·6	3·6	9·1	3·7	9·5	4·0
4. Nucleonic instruments and controls	4·9	1·0	4·5	0·9	4·3	1·0	1·2	0·2	0·9	0·3	0·9	0·2	1·3	0·3
5. Public broadcasting and ancillary equipment	6·1	3·0	5·4	3·3	8·2	4·8	1·5	0·9	1·9	1·1	2·4	1·4	2·4	1·4
6. Radar and electronic navigational aid equipment	71·3	25·6	79·6	28·8	84·2	31·0	19·3	7·4	18·6	7·0	22·5	6·9	23·8	9·7
7. Radio communication equipment	36·1	12·3	42·2	17·3	42·6	17·7	12·0	5·1	8·9	4·1	10·1	4·1	11·6	4·4
8. Other electronic capital goods	20·2	5·1	27·3	6·2	36·0	8·7	8·8	2·5	8·6	2·8	7·9	1·7	10·7	1·7
9. Other work	12·9	1·9	16·1	2·6	18·2	3·1	3·9	0·5	4·3	0·8	4·8	0·6	5·2	1·2
Total deliveries	264·5	78·7	332·2	114·4	366·0	125·7	85·1	30·0	83·0	30·8	93·5	30·0	104·4	34·9
10. Research and development	34·7	0·7	43·2	2·1	42·2	2·9	12·1	0·8	9·1	0·4	9·7	0·6	11·3	1·1
Total output	299·2	79·4	375·4	116·5	408·2	128·6	97·2	30·8	92·1	31·2	103·2	30·6	115·7	36·0
11. Sales to other UK electronics manufacturers	4·4	—	6·8	—	8·6	—	1·8	—	2·0	—	2·3	—	2·5	—

* Provisional.

1. Items 2, 3, 4, above are derived from the Electronic Capital Equipment and from the Scientific Instrument inquiries.
2. Item 9 covers the installation and field maintenance of capital equipment.
3. Item 10 refers only to contract R and D. It does not include 'in house' R & D for firm's own products.
4. Item 11 is already included as part of the output of these other manufacturers in Total Output.

Exhibitions and Fairs

Mrs. Dunwoody to see British industry at Poznan

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, will visit the Poznan International Fair on 'British Day', June 14. The Fair will be open from June 9 to 23.

Commenting on her forthcoming visit, Mrs. Dunwoody said:

'I am very much looking forward to my first visit to Poland and to attending the Poznan International Trade Fair. The importance we in Britain attach to this major event is emphasized by the fact that we are proud to display our exhibits in a special British Pavilion, and this year our participation incorporates the largest exhibition space ever occupied by this country at the Poznan International Fair. Anglo-Polish trade relations grow stronger each year and we are pleased to be able to make a substantial contribution to the rapid industrial development which is now taking place in Poland. Britain is also Poland's best customer (in the West) and in 1967 we purchased over £56 million worth of a wide range of products. Poland's purchase of British goods in 1967 amounted to £48 million compared with £35 million in 1966. We look forward to the further expansion of this two-way trade.

The British group display, organized by the Board of Trade, will comprise over 120 firms exhibting a variety of goods from cranes to cosmetics in the British Pavilion and on an adjacent outdoor site, occupying in all nearly 53,000 sq. ft. gross of exhibition space.

During her three day stay in the country, Mrs. Dunwoody will have talks on future trade arrangements with Poland's Minister of Foreign Trade.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

50 UK firms at Oslo shipping show

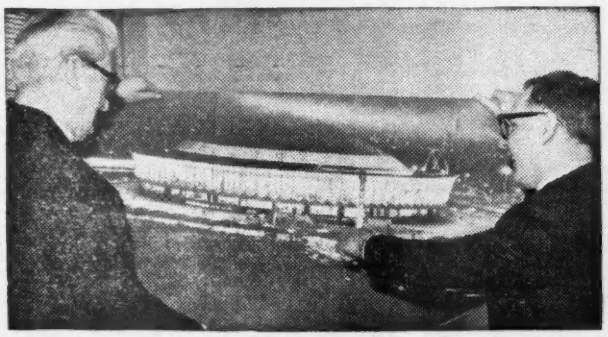
FIFTY British companies from a total of some 300 exhibitors are taking part in the second international Shipping Exhibition which opened in Oslo, Norway, on May 20 and continues until May 29. These include 32 members of the British Marine Equipment Council and 16 shipbuilding firms and groups, together with an exhibition by the British Ship Research Association.

British participation in the event is the result of a joint venture by the Board of Trade with the British National Export Council and the Shipbuilders' and Repairers' National Association. An information stand is being manned by BNEC staff.

The joint stand by the Shipbuilders' and Repairers' National Association is one of the largest at the exhibition. A spokesman for the association said: 'The decision to stage a second international shipping exhibition in Oslo was warmly welcomed by British shipbuilders who are always pleased to have an opportunity of meeting Norwegian shipowners in their own country – one of Britain's most important markets for ships.'

In the past six years 45 ships have been completed for Scandinavian owners by British shipbuilders. These total nearly 1,500,000 tons deadweight. The majority were for Norwegian registration. Over the same period, repair work on Scandinavian ships has been valued at more than £12.5 million, of which £10 million was for Norwegian vessels.

From the Norwegian shipowner's point of view the Oslo exhibition is to bring representatives of the United Kingdom's principal shipbuilding and ship-repairing firms to the city at an opportune time. Devaluation of sterling has sharpened significantly the price of British-built tonnage ordered, and the industry's reorganization, which is now well advanced, is expected in the long term to provide even more attractive prices and deliveries.



During his visit to London for the Conference of Ambassadors and Commercial Officers, Mr. A. Rendall, First Secretary (Commercial) at the British Embassy in Bucharest, took the opportunity to attend several meetings in connection with the British Industrial Exhibition, Bucharest, with the organizers, Industrial and Trade Fairs International Ltd. He is seen here (right) with Mr. James Brewster, director of sales and marketing for Industrial and Trade Fairs International, looking at a photograph of the Exhibition Centre, Bucharest, the venue of the exhibition. The British Industrial Exhibition will be held from October 17-27 this year. Further information from Industrial and Trade Fairs International Ltd., Commonwealth House, New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

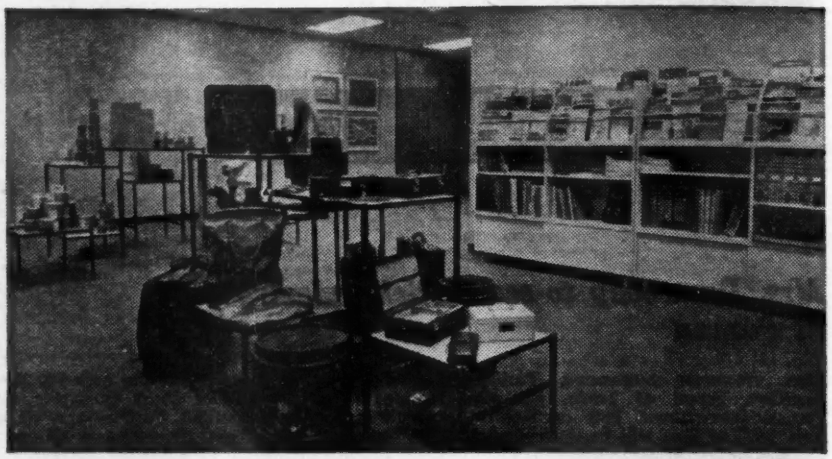
Visitors to the 77th Igedo, Düsseldorf, admire fashions on show on the British group stand. Orders received by British exhibitors at the Fair were known to have exceeded £75,000, and business conditions at the fair in general showed a great improvement over similar events in 1967.

Display showrooms for British goods in Los Angeles

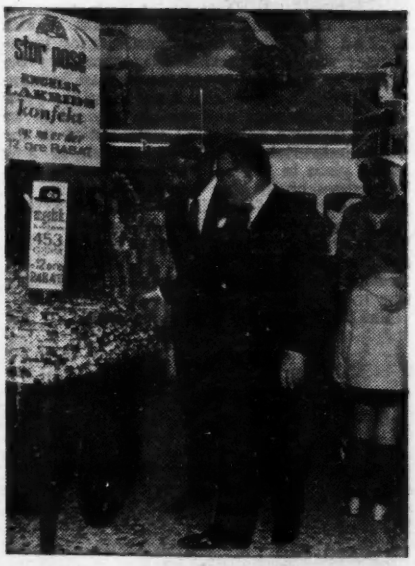
THE British-American Chamber of Commerce in Los Angeles has moved into new premises at the State Mutual Insurance Office, 9th Floor, 626 Wilshire Boulevard, Los Angeles, California 90017.

The new offices incorporate a display facility available for trade shows of British goods. Single business visitors or groups of firms with complementary lines visiting Los Angeles, for example with a trade mission, may hire this facility. A complete range of display stands, wall plaques and lighting fixtures are available and arrangements can be made for special lighting or wall decorating effects.

The Chamber and the Commercial Department of the British Consulate-General at 3324 Wilshire Boulevard, Los Angeles, California 90005, who work closely together, can suggest names and addresses of local buyers and agents who can be invited to a display. Full details of the display facilities can be obtained from Mr. Roger Courtin, Executive Secretary of the British-American Chamber of Commerce.



The interior of a display showroom at the British-American Chamber of Commerce in Los Angeles, available for trade shows of British goods. Marler Haley (Barnet) Ltd. supplied the Chamber with a range of their standard Spaceframes for the showrooms, chosen because of their versatility and ease of erection.



The British trade drive in Denmark is well under way. Left: Picture shows King Frederick IX of Denmark (left) visiting one of the shops participating in the British Shopping Week in Esbjerg together with Mr. Oliver Wright, British Ambassador to Denmark, and Mr. Vestergaard, owner of the shop 'Vestergaard'. Right: A tempting display of British confectionery in one of the Irma supermarkets taking part in a promotion of British consumer goods attracts the attention of Lord McFadzean (left) as he looks round the store.

Letter stickers for Stockholm Week

A LIMITED QUANTITY of letter stickers, one of which is reproduced above, bearing the striking motif of the British Week in Stockholm in red, white and blue, is available on application to Mr. R. Attwell, Board of Trade British Weeks Directorate, Room 214, Kingsgate House, 66-74 Victoria Street, London, S.W.1.

Preparations for the Week, which will be opened by HRH Princess Alexandra on September 27, are well under way, and the response, both from Stockholm retailers and from British suppliers, has been exceptional. It is estimated that already some 1,000 shops and stores in Stockholm will concentrate on selling British goods, and this number may be considerably increased during the next four months.

A fourth satellite town, Skärhomen, has been added to the target area. This is scheduled to open about three weeks before the British Week and will be the largest shopping complex in Europe.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events well in advance – *three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Japan — a market British firms cannot ignore

SIXTEEN MONTHS before the British Week in Tokyo takes place.

In London last week, businessmen, manufacturers and members of the press were given an insight into the market potential in consumer products existing in Japan, described as 'the richest country in Asia, and a country whose growth rate is the fastest in the world.'

A film entitled 'Miracle Market' made for the British National Export Council's Asia Committee drew loud applause and laudatory comments from some sixty-odd guests who had been invited by the BNEC Asia Committee to a preview. The film emphasised the sales potential for British consumer products in Tokyo, as well as highlighting that the city with its population of nearly 12 million is as western in its appearance and outlook as any of the major cities in Britain and North America.

However, Britain is at the bottom of the list of countries selling to Japan, sharing – according to BNEC figures – just three per cent of the country's total import bill of £4,199 million. 'Consequently' said Mr. Michael Montague, chairman of the BNEC Asia Committee who introduced the film, 'there is plenty of room for British manufacturers to expand in the consumer goods field. The pattern of British Weeks – which are organized by the Board of Trade in association with the BNEC – is now becoming something which trade and commerce in the consumer goods field must be tired of reading. Nevertheless, British Weeks have proved themselves to be an extremely important event in the promotion of British consumer products abroad. However tired those firms who are already on the bandwagon are of reading of the pattern and importance of these Weeks, there are still many firms who have not yet availed themselves of this excellent opportunity of either increasing their exports, or entering the export market.'

Mr. Montague added that the film would now be shown to invited audiences in the provinces with the hope of inducing many new firms to 'ride the band-wagon into the British Weeks promotion.'

So far he said, 1,500 firms had indicated that they were prepared to support the British Week in Tokyo. During the course of the ensuing months 15 trade missions – to date – would be visiting Tokyo to examine the market in the consumer products field. 'Japan is a market that British manufacturers cannot afford to ignore,' added Mr. Montague.

The British Week opens on September 26, and closes on October 5, 1969.

Furniture Products Group

Mr. D. Barry Ercolani, joint managing director of Ercol Furniture Ltd., has been appointed chairman of the Furniture Product Group committee for the British Week in Tokyo.

The Furniture Product Group is one of 17 product groups formed to carry out the task of providing specific information for manufacturers and organizing with the Board of Trade the promotional vehicles, missions, joint ventures and sample displays, which are an important part of each industry's approach to the market.

One of the considerations to which they will be giving attention is their guidance to new exporters in the appointment of agents – a very important factor when exporting to Japan.

Mr. Ercolani will, as chairman of the Furniture Product Group, be a member on the Tokyo British Week Steering Committee which is responsible for the co-ordination of the efforts of the product groups.

British goods in Canada's London

THE SLOGAN for this year's Fortnight Festival in London, Ontario (June 29-July 13) is 'London Goes British'. With its Thames River, replica of Tower Bridge, Westminster Hospital, Wellington Mall, Victoria Park and a host of other associations with its namesake city on this side of the Atlantic, one hesitates to suggest how London, Ontario, can go more British. However, the Festival organizers have plans to do exactly this, not only to entertain the many thousands of visitors they expect for the occasion, but also to promote sales of British consumer goods in the shops.

Street decorations, flags and display material for the shops and stores will be provided by the Board of Trade. Special supporting exhibits including a working model of Big Ben, a large display on the City of London, a British Travel Association pub, a cinema showing British films, a replica of the crown jewels and various other popular features will back up the sales effort being made by over 500 Canadian agents, stockists, importers and jobbers in British consumer goods who have already contacted the 150 retail stores, 40 supermarkets and department stores committed to this promotion. British cars will be on display in the largest indoor shopping mall in London, which has 44 high-class retail outlets.

The British National Export Council will donate a prize for the best-dressed window and the British Canadian Trade Association, in conjunction with the *London Free Press* newspaper, will organize a Trade Marks competition for the public with valuable prizes.

But perhaps the biggest popular attraction will be the 80-strong band of the Irish Guards, flown specially to Canada for the promotion. Press, radio and television in southwestern Ontario – a market area comprising three-quarters of a million people – have already given wide coverage to the Festival and its host of supporting events.

The Board of Trade, the British National Export Council's Canada Committee, the British Canadian Trade Association and the British Government Office in Toronto are all supporting this promotion which started on the initiative of the local merchants' associations, many of whose members visited British Week in Toronto last year and were impressed with its effective public appeal. London, Ontario, has more retail space per capita than any other Canadian community. The centre of the town has attractive department stores, shopping malls, and a concentration of high-class stores unusually well-situated for a city of its size. There is no doubt that this busy, attractive commercial centre could be a better outlet for British consumer goods. The Fortnight Festival is the opportunity which wide-awake British exporters and their agents are already reizing by sending salesmen to call on retailer customers This is a valuable opportunity to follow up contacts made during the British Week in Toronto last year. All indications are that it will be equally successful.

Firms participating in this event will be able to take advantage of the terms of the Board of Trade's co-operative advertising scheme, and special concessionary rates are available from the *London Free Press* – the principal daily paper in London, Ontario. Further details of the concession are available from Mr. P. Singer Lawrence, Toronto Telegram (London Office), 40-43 Fleet Street, London, E.C.4.

Other inquiries about the Festival should be addressed to Mr. A. H. Divers, British Weeks and Stores Promotions Directorate, Kingsgate House, 66/74 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3373).

Growing interest in British goods since Lyons Week

FOLLOWING THEIR successful participation at the British Week in Lyons in October 1966, Burberry's Ltd. report that a company has been set up in France which they expect to do over £400,000 worth of business by the end of 1968. Up to the time of the British Week, Burberry's had been doing modest business in France, estimated at about £70,000.

This spectacular success by a single firm reflects the growing interest in British goods throughout France since the Lyons Week. Among the most remarkable manifestations of this interest has been the series of British Shopping Weeks, initiated and organized by the city authorities and retailing organizations of several French towns, which have decided to 'go British' on their own account. Three of these, at Caen, Metz and Strasbourg, were staged during 1967 with the help of the Board of Trade the British Embassy and the BNEC – Export Council for Europe. Another is scheduled for Lille in October this year.

The Lille promotion, which has already attracted 400 shopkeepers as participants, bids fair to be the biggest of these 'self-generated' promotions that has yet been held.

French department stores are also taking a keen interest in British promotions. The Nouvelles Galeries, which has a new store in Lille and has participated in previous 'Shopping Weeks' as well as at Lyons, recently sent a buying mission to London with particular interest in clothing and foodstuffs. The Au Printemps chain, for the second year running, is putting on a major British promotion in 27 branches throughout France in September; and Au Bon Marché, one of the largest department stores in Paris, is following their 'London Rive Gauche' promotion last October with a monthly series of promotions of various British products from February to November. Next year, the Champs Elysées association of traders is staging a major promotion of British goods concurrently with the Paris Motor Show, when many thousands of visitors will be in the city.

'William Shakespeare' for Stockholm Week

A NEW prefabricated British pub covering 3,000 sq. ft., with an expected life-time of 15-20 years, has been constructed for Bass International Ltd., an export subsidiary of the Bass Charrington Group, and will make its first appearance at the British Week in Stockholm this autumn. This follows the successful participation by Bass at the British Week in Toronto, at which a pub was organized by a consortium of British brewers consisting of Bass, Mitchell and Butlers, Scottish and Newcastle and Whitbreads.

The new pub, named the 'William Shakespeare', will sell a full range of bottled beers as well as Bass, and also wines, spirits and mineral waters. It will be erected in the Kungstradgarden. Designed and built as a joint project by Ayala Designs Ltd. and Lindoco Ltd., the pub will have, in addition to a large saloon bar, a private lounge, cellars, kitchen, stores, a landlord's office and toilets.

The 'William Shakespeare' can be erected or dismantled in one week.

MTTA

See the machine tools that will be raising the pace through the 1970's

International Machine Tool Exhibition 1968

Everything worth seeing in the changing world of machine tools

OLYMPIA-LONDON
June 27-July 11: 09.00-18.00

(Sundays excepted)

Every type of machine tool will be at Olympia and many will be shown for the first time.
They will include:

Metal cutting and metal forming machine tools
Machining centres and electro-chemical machines
Numerically controlled turning, milling, boring and grinding machines, and rotary and in line transfer machines
Many of these will incorporate hydrostatic bearings and solid state circuitry.

All will be powered and many will be on production work. Don't miss this opportunity to bring yourself right up to date!

Organised by The Machine Tool Trades Association
25-28 Buckingham Gate, London SW1.

An Australian trade display was held at the Royal Lancaster Hotel, London, from May 13 to 17. Picture shows HRH Princess Alexandra, who opened the display, looking at some of the Australian-made products on view.

At the recent British Agricultural Machinery and Farm Equipment Exhibition at Esbjerg, Wolf Electric Tools Limited received HE the British Ambassador Mr. Oliver Wright on their stand. He is seen here (centre) talking with Mr. J. Bundgaard (far left), sales supervisor for Wolf Electric Tools (Danmark) Limited; Lord McFadzean (far right), founder-chairman of the Export Council for Europe, and Sir Alex Abel-Smith (second right), chairman of the Provident Mutual Life Assurance Association and deputy-chairman of the Export Council for Europe.

British firms' automatic dispensing and diluting equipment for use in laboratories attracted a great deal of interest at the Analytica exhibition, Munich. Picture shows visitors on the Fisons Ltd. International Division stand, who took a substantial order for this equipment.

Finnish exhibition for London

THE Finnish M.S. 'Finnpartner' will act as a floating exhibition hall on the Thames, 300 yards below Tower Bridge from October 7 to 11. During that week the car and restaurant decks will be given-over to exhibits of Finnish goods such as belts and dental instruments, glass and telephone boxes, paper bed sheets and vodka. The principal categories are textiles and glass, boats and boating, jewellery and furnishings.

Called Finnfocus 68, this Finnish exhibition has resulted from initiative taken by the students' union of the Helsinki School of Economics. The exhibition is receiving official backing from the Finnish Government and President Kekkonen has consented to be the exhibition's patron. Chairman of the Finnfocus organizing committee is Reino Routamo, managing director of the Finnish Design Centre.

Analytica at Munich

A report from the British Consulate-General, Munich

EIGHT HUNDRED DELEGATES from 17 countries attended the Congress of Biochemical Analysis (Analytica) which was held in Munich from April 29-May 2.

Concurrent with this event, an international exhibition of biochemical analysis equipment was held in the Munich fairgrounds and was such a success that it is planned to make this a regular biennial event.

Ninety exhibitors from nine countries showed their products; with especially strong representation from Holland, Sweden, Switzerland and Italy, Analytica was truly international.

Great Britain was represented by 10 firms, of which five exhibited on a joint venture stand sponsored by the London Chamber of Commerce in conjunction with the Board of Trade.

Biochemical analysis is a highly specialized branch of science and as such is of little interest to the layman. The large numbers of visitors normally associated with trade fairs and exhibitions were therefore neither expected nor desired by the firms showing at Analytica. A total of some 6,000 visitors were recorded during the four day period and were practically without exception associated in one way or another with the fields of bio and clinical chemistry. The majority of visitors were either technical laboratory personnel from scientific institutes or laboratory doctors and technical representatives from industrial laboratories; biologists and government research institutes were also strongly in evidence.

British exhibitors on the combined stand were able to record considerable interest in exhibits and all were satisfied that positive business would follow. The success story of British participation came from Fisons Ltd. International Division, who not only succeeded in arranging agency coverage of West Germany for their automated laboratory dispensing and diluting equipment, but also took a substantial order as well. This, however, was the exception rather than the rule, since none of the exhibitors had come to Analytica expecting to take orders off their stand.

Within its specialized field, Analytica was an undoubted success and should be seriously considered by any British firm engaged in the fields of clinical and bio-chemistry. The next event is due to be held in Munich in the spring of 1970 and further details regarding this event can be obtained from the organizers, Münchener Messe-und Ausstellungsgesellschaft mbH 8 Munich 12, Theresienhöhe 13, Postfach 200.

Export theme at Mechanical Handling Exhibition

EXPORT was a major theme at this year's Mechanical Handling Exhibition, which opened at Earls Court on May 14 and which ends today (May 24). Britain's materials handling industry makes an important contribution to the export drive – about 20 per cent of all orders met are from overseas countries, and some of the leading firms export from 60 to 70 per cent of their output, claiming orders in the face of strong international competition in anything up to 60 world markets.

Overseas visitors from about 80 countries regularly visit the exhibition, and this year the number included several trade groups – delegations from Portugal, Yugoslavia and Hungary, a group of Japanese businessmen, a Mexican group, a French delegation of 50, a Norwegian contingent of 22 and a group of members from the Fédération Européenne de le Manutention. They have been looking round the latest advances in industrial labour-saving equipment and systems packed into more than 550,000 square feet of covered floor space, and ranging from huge mobile cranes towering into the high roof of the Earls Court exhibition area to the Hoverpallet, a new device which will move loads of up to 5 tons on a cushion of air. With the theme 'Systemize-Mechanize-Economize' the range of equipment on show for saving time, cost and labour is relevant to virtually every branch of industry – to loading bays and stockyards, transport terminals and work stores, factories and supermarkets, warehouses and production areas.

The importance of the mechanical handling industry in Britain's drive for exports was stressed by Mr. Anthony Wedgwood Benn, Minister of Technology, when he opened the exhibition. Mr. Wedgwood Benn said that the Ministry of Technology was an industrial department with a very keen interest in anything which could increase Britain's export possibilities. Mechanical handling was an industry in which the Ministry had a particular interest, for it was doing much to decrease the enormous loss to Britain resulting from bad handling methods, and thus was helping to make Britain's exporting more competitive.

'The Ministry is behind you in all you are doing,' said the Minister, 'and will give you all the backing possible in the matter of research.'

Among the hundreds of new British mechanical handling devices on show at the exhibition were electronic control gear for fork lift trucks, order pickers that travel along the gangways of warehouses, lifting the operator to any level to distribute or pick components from their storage positions, a 30ft. high electronically controlled automatic warehouse, a truck-mounted 40 ton mobile crane with a 230ft. jib combination claimed to be the longest on any crane of its kind in the world, and do-it-yourself conveyor kits, designed to give users a wide variety of layouts to suit several applications.

Final attendance figures at the Mechanical Handling Exhibition, which was sponsored by the journal *Mechanical Handling*, were not available as the *Board of Trade Journal* went to press, but the organizers were confident that the final figure would be about 100,000.

Festival of London Stores gets under way

OPENED by HRH Princess Alexandra, its patron, the first Festival of London Stores got off to a colourful start on Sunday, May 19, when a large crowd gathered in Hyde Park to watch the Grand Parade of 30 floats illustrating the theme of shopping in London throughout the century.

Princess Alexandra and her husband were guests of honour at a luncheon before the parade. 'London is a magnet that draws tourists from all over the world,' said Princess Alexandra, 'and the goods we offer the world are second to none.'

On May 20, 30 London stores started a two-week campaign of exhibitions, competitions, special displays, fashion parades and food and wine tasting designed to show that London is Europe's top shopping centre.

The festival is sponsored by the *Evening News* and the *Evening Standard*.

General view of the Mechanical Handling Exhibition held at Earls Court from May 14 to 24. Visitors from 80 countries attended.

9,431 visitors from 80 overseas countries visit IEA show

'IF EVER there was a field in which a partnership between industry and Government was absolutely essential it is in this field of electronics instrumentation and automation,' said Mr. Anthony Wedgwood Benn, Minister of Technology, when he spoke at a luncheon given by the organizers of the Instruments, Electronics and Automation Exhibition following its opening at Olympia, London on May 13. (The exhibition closed on May 18.)

The Minister said the partnership was essential for four reasons: (1) Technologies have been at the heart of defence and aerospace spending in which the Government inevitably takes a lead; (2) the public sector is a major customer for these devices on the civil side as well; (3) the Government can and does play a very large part in promoting research in industry in order to stimulate the advanced technologies which are involved; and (4) because of the Government's interest in the application of automation – even low cost automation – which we are now currently working to promote in medium and small firms.'

Continuing, he said that 'among the many activities of Mintech had been the establishment of joint machinery with industry which had led among other things to the advanced industrial instrumentation project to which the Government were contributing £250,000 a year. They were also concerned with the promotion of educational and training technology to allow people to keep abreast of the accelerating pace of change which put such pressure upon all.'

Welcoming the many thousands of overseas visitors who had come to see what Britain had to offer, he congratulated the industry on its superb achievements and on their expectation this year that exports would increase by between 15 and 20 per cent. 'If every industry was doing as well as this one we should have nothing to worry about at all,' he added.

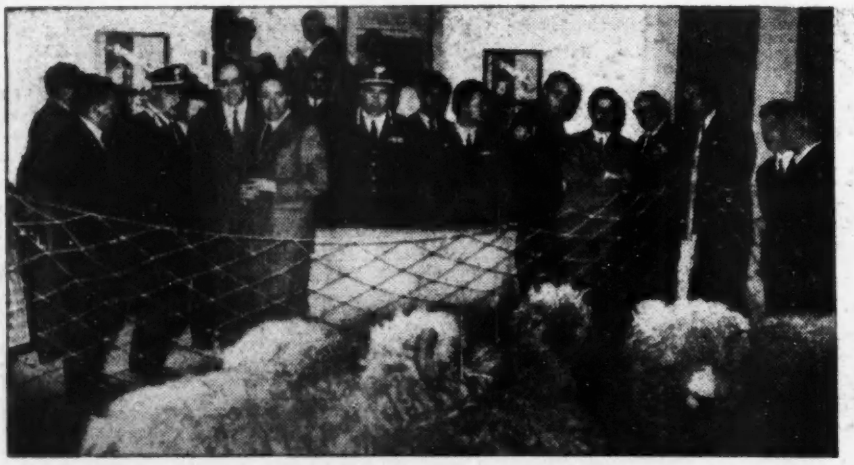
Earlier the Minister had said that the exhibition was the largest ever held in this country and the most comprehensive of its kind in the world. It was jointly sponsored by five trade associations and Mintech was represented through the work of eight of its research stations.

Eight hundred exhibitors who occupied the entire space in Olympia, displayed the latest technical equipment, worth scores of millions of pounds.

Mr. David Walker, chairman of the organizing committee, said that the exhibition represented one of Britain's most important growth industries. Last year, he said, overseas orders for British made products totalled £430 million. The industry had set a target of £500 million for this year.

Commenting at the close of the exhibition, Mr. Walker said 'Though you don't expect sales to be made "over the counter" at a highly technical exhibition, there is every indication that trading initiated at the IEA will increase the big turnover of the industry and have a substantial impact on our export effort. To attract 112,363 people to a show of this technical level, including 9,431 from 80 foreign countries is an achievement in itself.'

He added that no assessment could be made of the total trade initiated at the IEA. Several million pounds worth of orders had been placed directly, but considerably more contracts were in the course of negotiation.



Several Lincoln Long Wool rams imported from England two years ago, together with some of their offspring resulting from cross-breeding with the local Altamura, were shown adjoining the British stand at the Foggia Agricultural Fair. On the right-hand side of the picture, discussing the sheep, are: Mr. A. J. Pallett (pointing), BAEC representative; the Mayor of Foggia; Mr. M. Cronly-Dillon (pointing), HM Consul, Bari; and Mr. J. A. Ford, Commercial Counsellor, Rome.

Foggia Agricultural Fair

A report from the British Consulate, Bari

ON THE MORNING of April 27, the President of the Council of Ministers, On. A. Moro, officially opened the XIX Annual Agricultural Fair at Foggia. After the usual welcome speeches and replies, His Excellency visited the British stand where he was received by HM Consul, Bari.

This Fair is the second most important event of this nature in Italy and comes immediately after Verona. Some 750 exhibitors took part, of which about 25 per cent were of foreign origin. These included the Federal Republic of Germany, France, Austria, the United States and the United Kingdom. The general pattern of layout in previous years was followed and consisted of sections devoted to agricultural machinery and equipment; chemical products: fertilizers, antifungicides; pesticides, veterinary products and equipment, wine and olive oil machinery; irrigation: rain guns, tubing, pumps etc.; livestock: horses, cattle, sheep and poultry – no pigs were shown this year on account of the local epidemic; special exhibits: locally produced wines, peaches, olive oil, dairy and agricultural products

The United Kingdom was present for the first time with an Information Stand sponsored by the Board of Trade and the British Agricultural Export Council. A number of British agricultural products were shown at this stand, including tractors, surgery veterinary instruments and other equipment. In a shed adjoining the stand, we showed a number of Lincoln Long Wool rams, imported from England two years ago, together with some of their offspring resulting from crossbreeding with the local Altamura. This experiment was very successful and there is a good demand for this breed which we were unable to satisfy owing to the epidemic in England. These sheep were kindly loaned to us by the local sheep research institute.

The British Agricultural Export Council representative, Mr. A. J. Pallett, assisted by Mr. A. J. Revell, played a prominent part in answering questions about British livestock. As a result of these inquiries, a meeting with the local representatives of cattle and sheep breeders' associations was held on May 4. This showed that there was an obvious interest in British Hackney horses, Lincoln Long Wool and other sheep and British Friesians, provided that the latter conformed with the Italian brucellosis regulations. The meeting ended with an agreement that the Italian representatives would form a buying mission to visit the United Kingdom in October and that Mr. Pallett would arrange visits to exhibitions and farms and advise them in their selection.

A number of other inquiries were made at the British stand and a representative of Lambourn Engineering Ltd., manufacturers of tractor cabs, who brought two samples with him, sold them both and obtained orders for several more. Potential local agents were also found for other British firms who were not present at the fair.

The British Day was held on May 3, when the Commercial Counsellor, Mr. J. A. Ford, representing HM Ambassador, Rome, gave a cocktail party which was well attended and included the Vice-Prefect, the Mayor, Vice-President of the Fair, cattle and sheep breeders, farmers, etc. All these people subsequently visited the British stand.

By the evening of May 5, several hundred thousand persons had passed through the Fair's turnstiles, mostly farmers and buyers. Although no indication of the amount of business done is available, it is certain that a substantial amount of agricultural machinery and equipment was sold.

The results of British participation revealed an evident interest in British livestock and agricultural machinery, and we strongly recommend that British firms who participate at Verona should consider including Foggia which takes place some six weeks later.

Overseas Trade and Exports

Trade prospects in Angola

By K. R. Welbore Ker, Counsellor (Commercial), British Embassy at Lisbon

I HAVE recently accompanied Mr. Hugh Carless, HM Consul General at Luanda, on a wide-ranging tour of Angola, the huge territory in South Western Africa, 14 times the size of Portugal, of which under the existing Portuguese constitution it forms a province.

After stagnating for centuries Angola is now in the process of rapid economic development, set in train by the coffee boom of the 1950s. The series of social and economic decisions taken by the Portuguese Government following the rebellion of 1961 included the important one to reverse previous policy and encourage the entry of foreign capital.

In 1966 Angolan exports – conversion at pre-devaluation rate – at £78 million exceeded by £5 million the £73 million import total. The territory has traditionally been a net earner of foreign currency for the Escudo area and is likely to earn more.

British exports to Angola for 1966 totalled approximately £8.5 million c.i.f. with a heavy reliance on vehicles and tractors. This 11 per cent share of the market placed us third as a supplier to Angola, after metropolitan Portugal (41 per cent) and Germany (11.34 per cent). British imports for the year 1966 were approximately £0.63 million, or 0.79 per cent of Angolan exports, a somewhat misleading percentage in that Angolan diamonds are shown as exports to Portugal, where they are cut, rather than to Britain where most of them subsequently arrive.

A view of Luanda, capital city of Angola.

The principal industries

Angola is the world's third producer of coffee and in 1966 this commodity accounted for almost 50 per cent of the territory's exports. The diamond fields of the north east provide the second export in terms of value. Over the next few years three new important sources of wealth seem destined to transform the country's economy and greatly swell its foreign exchange earnings. These are oil, iron-ore and meat.

In 1966, after many years of exploration, the Gulf Oil Corporation of Pittsburgh struck oil in Cabinda, the Angolan enclave north of the Congo River. On and offshore drilling on a big scale is now in progress round the clock. Production will start this year and conservative estimates for this undoubtedly important field are for an annual production rate of 7 million tons of oil within the next two years. Contracting and purchasing for this $250 million investment programme is in the hands of Gulf Eastern in London.

This is moreover not the only oil in Angola. Senior Portuguese officials are talking with great optimism of a strike just south of the Cuanza River close to Luanda, which they believe may prove to be the equal in productivity to the Cabinda field. It may indeed be that both areas are part of one great oil reservoir running down the Angolan coast. It is too early to say exactly how the Cuanza field will be exploited, but the Portuguese companies Petrangol (Belgo-Portuguese) and Sacor (Portuguese), and probably one or more of the major international companies, may participate.

At Cassinga in the southern district of Huila bordering on South West Africa, open cast mining has begun of the huge iron ore deposits (about 64 per cent pure iron) discovered years ago by the pioneering Sousa Machado. At Cassinga, and at the new ore-loading port at Moçâmedes, imposing plant and machines supplied by Krupps under an eight-year credit to the Portuguese Companhia Mineira de Lobito, will secure a rate of export which is expected within the next 18 months to reach 5 million tons per year, with Japan taking the lion's share.

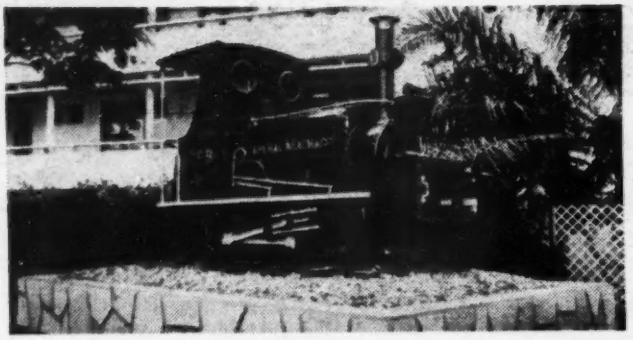
The iron-ore deposits are scattered over an area of some 4,000 square miles. Existing rail lines are being extended to connect the southern end of the area (Chometet) to the existing line joining Cassinga North (Jamba) to the Moçâmedes-Serpa Pinto railway. The weight of traffic involved, and the steepness of the present descent from Sà da Bandeira (over 5,000 ft.) to the Moçâmedes desert present technical problems which may call for additional investment.

The vast empty spaces of Angola offer very great scope for cattle production. Of the estimated 2 million cattle now in the territory some three-quarters are in Huila province, mostly in the hands of conservative, semi-nomadic tribes who seldom kill or sell their beasts. The Portuguese are at pains to safeguard native rights but the country is under-populated, the number of medium and large-scale European cattle ranchers is on the increase, and there is scope for many more, particularly in Huila and Huamba districts. Discussions are going on between a major Portuguese financial interest and a big United States meat packing concern with a view to establishing industrial-scale ranching on the healthy highland plateau near Nova Lisboa. Near Carmona and Negage in the north, the Portuguese have colonization projects under way aimed primarily at cattle production.

In various areas Charolais, Swiss and Friesian cattle are being crossed with hardy local varieties, with good results, but we saw no signs of British breeds. There are various schemes afoot to

(Continued on next page)

TRADE PROSPECTS IN ANGOLA, *continued*



A monument to early British enterprise in Angola. The first locomotive used on the Caminho de Ferro de Benguela (Benguela Railway) which now stands in a place of honour at the railway terminus in Lobito.

build or extend modern abbatoirs and refrigeration plants. Luanda, with a population of half a million, can absorb additional meat and dairy supplies but in the medium term a large balance for export is foreseen. Considerable investment in refrigerated transport and storage will be required. Most tropical and many temperate fruits and vegetables are produced in Angola. The canning of fruit and tomatoes is to be begun or extended in various centres.

Secondary industries

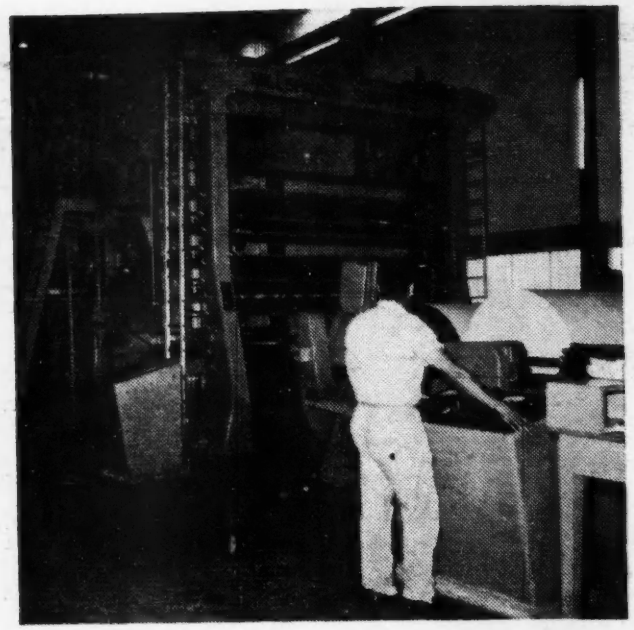
Secondary industries are being set up around Luanda and other centres. For example at Benguela there is a thriving plant producing asbestos-cement building material. At Lobito, the coastal terminus of the most efficient Benguela Railway, there is an important shipyard and several small industrial plants. The owner of a new sweet factory said he had had 'no contact with British industry'.

Use of fertilizer in this market is small as yet, but is expected to grow rapidly and a big Portuguese industrial group has plans to erect a fertilizer factory in Angola. In Cabinda, with its great wealth of tropical rain forests, there are plans for the erection of plywood and fibre board plants. There is a thriving fishing industry, with refrigeration plants so far mainly installed by German enterprise. There is already one big hydro-electric station, shortly to be enlarged, on the Cuanza River (the river has a total potential of 24,000 MW) and there are long-term plans for the harnessing, with South African co-operation, of the Cunene River on the borders of South West Africa. The first power station envisaged under this joint scheme may materialise soon. There is a thriving cotton-growing industry near Malange, and Angola is an important sisal producer. The territory has extensive and only partly-assessed riches in minerals, including copper, gold, potash, potassium and asphalt.

Openings for British firms

From these by no means comprehensive examples it will be seen that there are openings for British industry, notably in such things as specialist, mechanical and electrical machinery including hydro-electric and thermal plants (some small towns invest in the latter). The natural wealth of the country should ensure a continuation of Portuguese and foreign capital investment (the remittance of profits is accepted by the Portuguese as a necessary condition of foreign investment) and a steady increase of exports. This in turn will call for further imports and with a considerable multi-racial educational programme already under way there should be a steady increase in the standard of living.

The possibilities of the market are obviously limited by the small population (about six million) but there are by no means negligible outlets also for consumer goods ranging from private aircraft to toys. There are some British success stories in the territory – civilian outback Angola is Land Rover-transported and



British machinery at the cellulose factory at Alto Catumbela, east of Benguela, producing paper from eucalyptus.

the Benguela Railway is a permanent monument to earlier British enterprise – but the general Portuguese impression is that we are less interested and thrusting than our competitors. The Germans and Italians in particular are gaining an early hold on the young secondary industries from which they will prove difficult to dislodge. The Japanese are recent comers (vehicles, radios, etc.) but their interest is quickening as they buy Angolan iron.

Importance of personal contacts

The Portuguese set store by personal contact and regular personal visits by exporters are recommended (Luanda is on the Lisbon Johannesburg air route) but adequate investigation should naturally be undertaken in preparation for visits. One hears that representatives of Hamburg export houses are more assiduous than their British equivalent in nursing the market. Care should be taken with agency arrangements – these may not always work well through Lisbon or South Africa. The commercial and industrial associations which exist in most towns should be visited and supplied with suitable literature (the Japanese set a very high standard in this respect) and this should be in Portuguese or (very much a second best) in Spanish or French. In Luanda there are several well-established and respected British trading houses with contacts throughout the territory and there is a Commercial Consul in the British Consulate-General in Luanda.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel,* 01-248 5757, *Ext,* 7146),

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

THE BRITISH and Guyanan Governments have signed an agreement under which Britain will lend £2 million to Guyana in support of her current development programme during the financial year 1968/69. The loan is tied to the purchase of British goods and services, with a provision for expenditure on local costs.

Double taxation

United Kingdom and Austria

THE Board of Inland Revenue announce that discussions have taken place in Vienna about a revision of the Double Taxation Convention relating to taxes on income between Austria and the United Kingdom. Agreement was reached at the official level, and the text of a new Convention will be submitted to Governments for approval.

Gambia, St. Lucia, St. Vincent and Malawi

AGREEMENTS AMENDING the Arrangements made with the Gambia in 1947, with St. Lucia and St. Vincent in 1949, and an Agreement supplementary to and amending the one made in 1955 with the Federation of Rhodesia and Nyasaland, as subsequently continued in force with Malawi, were published on May 17, as the Schedules to draft Orders in Council.

Portugal

The Double Taxation Convention with Portugal which was signed on March 27, 1968, was published on May 17, as a Schedule to a draft Order in Council.

A notice notifying the signing of the Convention was issued in the *Board of Trade Journal* of April 12, page 1175.

Iran and Hungary

A NEW Trade and Payments Agreement between Iran and Hungary was signed in Tehran on April 10.

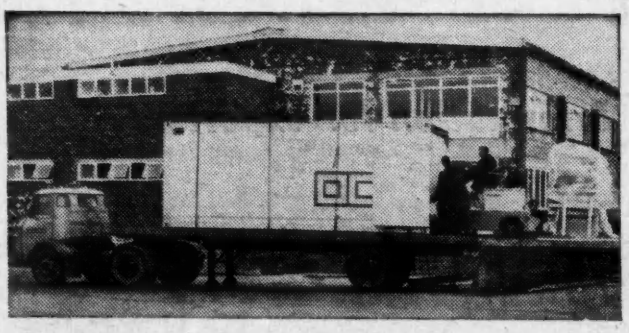
Hungary is to export machines, equipment and complete plant in exchange for Iranian oil. A credit of United States $40 million is to be extended by the Hungarians to finance 80 per cent of the Iranian's purchases.

A copy of the Agreement is held with Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508), reference CRE 7997/G.

Denmark and East Germany

A TRADE AGREEMENT between four Danish trade organizations and the East German Chamber of Foreign Trade was signed in Copenhagen on February 2, 1968, covering the exchange of goods during 1968.

Detailed information (text in German or Danish only) is available. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61).



One of the United Kingdom's leading export packing organizations has succeeded in packing 30 Hillman Minx cars – worth about £25,000 – into two intercontinental transportation containers, each about the size of an average one-car garage. The cars, in sets of parts, were packed by Export Packing Service Ltd., of Banbury, Oxon, for shipment to Australia. By putting 30 cars into these containers the firm has reduced handling and materials costs and lessened the possibility of transit damage and pilferage.

Benelux and Bulgaria

A NEW TRADE agreement between Bulgaria and the Benelux countries valid for one year with effect from January 1, 1968, was initialled on December 15, 1967. Notice of the previous agreement was published in the *Board of Trade Journal* of March 19, 1965, page 643.

The French text of the lists of goods now liberalized and the Dutch text of the new quota lists may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408).

Renewal of Benelux trade agreement

A NOTICE PUBLISHED in the Netherlands *Economische Voorlichting* No. 14 of April 4, 1968, summarizes the position of the Benelux trade agreements as at April 1, 1968.

In some instances where trade agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid.

Country	Validity of agreement
Austria	April 1, 1968 – March 31, 1969
Czechoslovakia	January 1, 1967 – December 31, 1969
Denmark	December 1, 1967 – November 30, 1968
Hungary	January 1, 1967 – December 31, 1969
Israel	September 1, 1967 – August 31, 1968
Japan	Entered into force on April 10, 1962
Morocco	July 1, 1967 – June 30, 1968
Poland	January 1, 1967 – December 31, 1968
Portugal	October 1, 1967 – September 30, 1968
Rumania	January 1, 1967 – December 12, 1969
Sweden	March 1, 1968 – February 28, 1969
Switzerland	April 1, 1968 – March 31, 1969
Tunisia	April 1, 1968 – March 31, 1969
Yugoslavia	July 1, 1967 – June 30, 1968

Hints to businessmen visiting India

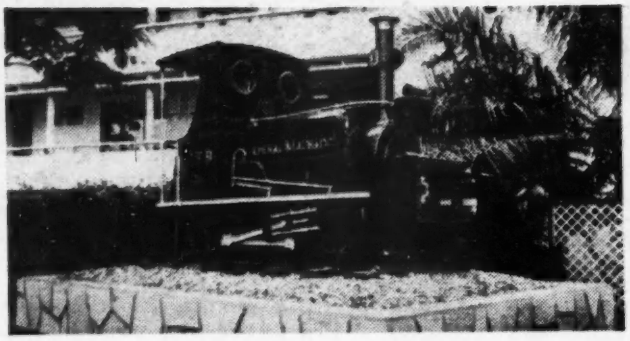
A REVISED EDITION of the booklet on India has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

TRADE PROSPECTS IN ANGOLA, *continued*



A monument to early British enterprise in Angola. The first locomotive used on the Caminho de Ferro de Benguela (Benguela Railway) which now stands in a place of honour at the railway terminus in Lobito.

build or extend modern abbatoirs and refrigeration plants. Luanda, with a population of half a million, can absorb additional meat and dairy supplies but in the medium term a large balance for export is foreseen. Considerable investment in refrigerated transport and storage will be required. Most tropical and many temperate fruits and vegetables are produced in Angola. The canning of fruit and tomatoes is to be begun or extended in various centres.

Secondary industries

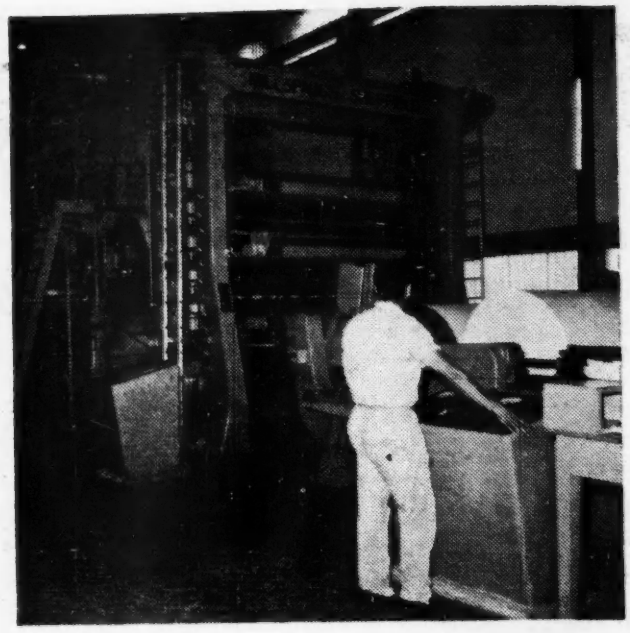
Secondary industries are being set up around Luanda and other centres. For example at Benguela there is a thriving plant producing asbestos-cement building material. At Lobito, the coastal terminus of the most efficient Benguela Railway, there is an important shipyard and several small industrial plants. The owner of a new sweet factory said he had had 'no contact with British industry'.

Use of fertilizer in this market is small as yet, but is expected to grow rapidly and a big Portuguese industrial group has plans to erect a fertilizer factory in Angola. In Cabinda, with its great wealth of tropical rain forests, there are plans for the erection of plywood and fibre board plants. There is a thriving fishing industry, with refrigeration plants so far mainly installed by German enterprise. There is already one big hydro-electric station, shortly to be enlarged, on the Cuanza River (the river has a total potential of 24,000 MW) and there are long-term plans for the harnessing, with South African co-operation, of the Cunene River on the borders of South West Africa. The first power station envisaged under this joint scheme may materialise soon. There is a thriving cotton-growing industry near Malange, and Angola is an important sisal producer. The territory has extensive and only partly-assessed riches in minerals, including copper, gold, potash, potassium and asphalt.

Openings for British firms

From these by no means comprehensive examples it will be seen that there are openings for British industry, notably in such things as specialist, mechanical and electrical machinery including hydro-electric and thermal plants (some small towns invest in the latter). The natural wealth of the country should ensure a continuation of Portuguese and foreign capital investment (the remittance of profits is accepted by the Portuguese as a necessary condition of foreign investment) and a steady increase of exports. This in turn will call for further imports and with a considerable multi-racial educational programme already under way there should be a steady increase in the standard of living.

The possibilities of the market are obviously limited by the small population (about six million) but there are by no means negligible outlets also for consumer goods ranging from private aircraft to toys. There are some British success stories in the territory – civilian outback Angola is Land Rover-transported and



British machinery at the cellulose factory at Alto Catumbela, east of Benguela, producing paper from eucalyptus.

the Benguela Railway is a permanent monument to earlier British enterprise – but the general Portuguese impression is that we are less interested and thrusting than our competitors. The Germans and Italians in particular are gaining an early hold on the young secondary industries from which they will prove difficult to dislodge. The Japanese are recent comers (vehicles, radios, etc.) but their interest is quickening as they buy Angolan iron.

Importance of personal contacts

The Portuguese set store by personal contact and regular personal visits by exporters are recommended (Luanda is on the Lisbon Johannesburg air route) but adequate investigation should naturally be undertaken in preparation for visits. One hears that representatives of Hamburg export houses are more assiduous than their British equivalent in nursing the market. Care should be taken with agency arrangements – these may not always work well through Lisbon or South Africa. The commercial and industrial associations which exist in most towns should be visited and supplied with suitable literature (the Japanese set a very high standard in this respect) and this should be in Portuguese or (very much a second best) in Spanish or French. In Luanda there are several well-established and respected British trading houses with contacts throughout the territory and there is a Commercial Consul in the British Consulate-General in Luanda.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business on application to Export Services Branch, Board of Trade Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel,* 01-248 5757, *Ext,* 7146).

TRADE AND FINANCIAL ARRANGEMENTS

UK aid to developing countries

THE BRITISH and Guyanan Governments have signed an agreement under which Britain will lend £2 million to Guyana in support of her current development programme during the financial year 1968/69. The loan is tied to the purchase of British goods and services, with a provision for expenditure on local costs.

Double taxation

United Kingdom and Austria

THE Board of Inland Revenue announce that discussions have taken place in Vienna about a revision of the Double Taxation Convention relating to taxes on income between Austria and the United Kingdom. Agreement was reached at the official level, and the text of a new Convention will be submitted to Governments for approval.

Gambia, St. Lucia, St. Vincent and Malawi

AGREEMENTS AMENDING the Arrangements made with the Gambia in 1947, with St. Lucia and St. Vincent in 1949, and an Agreement supplementary to and amending the one made in 1955 with the Federation of Rhodesia and Nyasaland, as subsequently continued in force with Malawi, were published on May 17, as the Schedules to draft Orders in Council.

Portugal

The Double Taxation Convention with Portugal which was signed on March 27, 1968, was published on May 17, as a Schedule to a draft Order in Council.

A notice notifying the signing of the Convention was issued in the *Board of Trade Journal* of April 12, page 1175.

Iran and Hungary

A NEW Trade and Payments Agreement between Iran and Hungary was signed in Tehran on April 10.

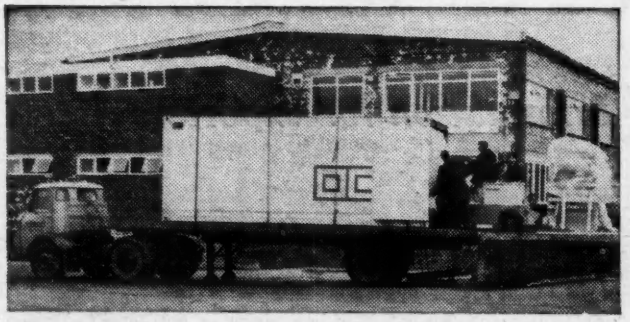
Hungary is to export machines, equipment and complete plant in exchange for Iranian oil. A credit of United States $40 million is to be extended by the Hungarians to finance 80 per cent of the Iranian's purchases.

A copy of the Agreement is held with Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3508), reference CRE 7997/G.

Denmark and East Germany

A TRADE AGREEMENT between four Danish trade organizations and the East German Chamber of Foreign Trade was signed in Copenhagen on February 2, 1968, covering the exchange of goods during 1968.

Detailed information (text in German or Danish only) is available. Inquiries concerning this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458/9/61).



One of the United Kingdom's leading export packing organizations has succeeded in packing 30 Hillman Minx cars – worth about £25,000 – into two intercontinental transportation containers, each about the size of an average one-car garage. The cars, in sets of parts, were packed by Export Packing Service Ltd., of Banbury, Oxon, for shipment to Australia. By putting 30 cars into these containers the firm has reduced handling and materials costs and lessened the possibility of transit damage and pilferage.

Benelux and Bulgaria

A NEW TRADE agreement between Bulgaria and the Benelux countries valid for one year with effect from January 1, 1968, was initialled on December 15, 1967. Notice of the previous agreement was published in the *Board of Trade Journal* of March 19, 1965, page 643.

The French text of the lists of goods now liberalized and the Dutch text of the new quota lists may be seen at Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 408).

Renewal of Benelux trade agreement

A NOTICE PUBLISHED in the Netherlands *Economische Voorlichting* No. 14 of April 4, 1968, summarizes the position of the Benelux trade agreements as at April 1, 1968.

In some instances where trade agreements have already been renewed, details have been published in the *Board of Trade Journal*. In addition the following agreements are still valid.

Country	Validity of agreement
Austria	April 1, 1968 – March 31, 1969
Czechoslovakia	January 1, 1967 – December 31, 1969
Denmark	December 1, 1967 – November 30, 1968
Hungary	January 1, 1967 – December 31, 1969
Israel	September 1, 1967 – August 31, 1968
Japan	Entered into force on April 10, 1962
Morocco	July 1, 1967 – June 30, 1968
Poland	January 1, 1967 – December 31, 1968
Portugal	October 1, 1967 – September 30, 1968
Rumania	January 1, 1967 – December 12, 1969
Sweden	March 1, 1968 – February 28, 1969
Switzerland	April 1, 1968 – March 31, 1969
Tunisia	April 1, 1968 – March 31, 1969
Yugoslavia	July 1, 1967 – June 30, 1968

Hints to businessmen visiting India

A REVISED EDITION of the booklet on India has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

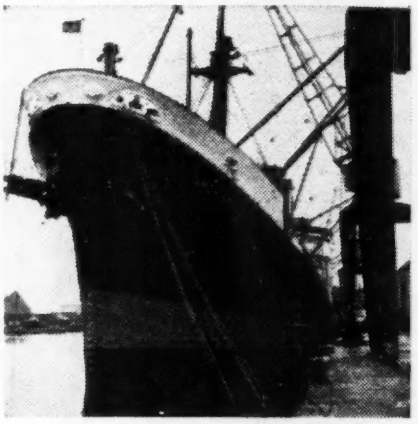
Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 406. Telex 886143 AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order please.

BUSES FOR THAILAND

When the S.S. 'Anchises' sailed from Birkenhead on May 1, she carried aboard eight Leyland buses for Thailand. Destined for the Nai Lert Co. of Bangkok, the vehicles are Leyland Comet Passenger Units and were despatched in completely knocked down form for local assembly. The 'Anchises' – one of the Blue Funnel lines 'A' class – is due in Bangkok on June 13.



ALGERIA

(95/68) Pumping and Irrigation Works for Ministry of Agriculture and Land Reform. (Further Information.) Tender documents now available. E.S.B. 18597/68.*
(95/68) Consultancy Services for Ministry of Public Works. (Further Information.) E.S.B. 18835/68*

ARGENTINA

(97/68) Construction of Transmission Line for Agua y Energia Electrica. June 17. E.S.B. 20513/68.*
(97/68) Rails for Argentine Railways (General Urquiza Railway). June 7. E.S.B. 20346/68.*
Servicios Electricos del Gran Buenos Aires SA:
(94/68) Batteries. June 6. E.S.B. 19963/68.*
(94/68) Lightning Arresters. June 6. E.S.B. 19964/68.*
(94/68) Transformers. June 6. E.S.B. 19965/68.*

AUSTRALIA

Brisbane City Council:
(96/68) Transformers. June 14. E.S.B. 20157/68.*
(96/68) Batteries and Charging Units. June 7. E.S.B. 20158/68.*
(96/68) Electric Motor and Starter. June 7. E.S.B. 20156/68.*
(96/68) Testing Machine for Commonwealth Scientific and Industrial Research Organization. E.S.B. 20181/68.
(98/68) Transformers for Electricity Commission of New South Wales. June 24. E.S.B. 20592/68.*
Northern Electric Authority of Queensland:
(95/68) Control Room Display Equipment. July 24. E.S.B. 20110/68.*
(95/68) Control and Telemetering Equipment. July 24. E.S.B. 20111/68.*
(96/68) Switchgear. June 26. E.S.B. 20182/68.*
(96/68) Electrical Equipment for Postmaster General's Department. June 18. E.S.B. 20141/68.*
(95/68) Erection of Transmission Line for State Electricity Commission of Queensland. June 5. E.S.B. 19994/68.*
(96/68) Transformers for State Electricity Commission of Victoria. June 17. E.S.B. 20140/68.*
(96/68) Circuit Breakers; Transformers for State Tender Board of Western Australia. June 6. E.S.B. 19980/68.*
(94/68) Gas Filters for Victorian Pipelines Commission. June 5. E.S.B. 19978/68.*

BELGIUM

S.H.A P.E.:
(93/68) Data Analysis Centres. July 1. E.S.B. 19951/68.*
(96/68) Tipper. June 25. E.S.B. 20168/68.*

BRAZIL

(94/68) Locomotive Spare Parts for Estrada de Ferro Sorocabana. June 6. E.S.B. 19933/68.*

BURMA

Electricity Supply Board:
(98/68) Hand Tools. July 6. E.S.B. 20402/68.*
(98/68) Cable and Accessories. June 30. E.S.B. 20403/68.*
(98/68) Water Detection Capsules for People's Oil Industry. July 1. E.S.B. 20417/68.*

CANADA

(95/68) Transmission Towers for Manitoba Hydro. June 20. E.S.B. 20115/68.*

CEYLON

(94/68) Moisture Meters for Department of Agrarian Services. (Further Information.) Tender documents now available for loan. E.S.B. 19095/68.*
(95/68) Steel Sheets for Government Stores Department. (Further Information.) E.S.B. 19525/68.*
(97/68) Chlorinator for Paranthan Chemicals Corporation. (Further Information.) Tender documents now available. E.S.B. 19526/68.*
State Engineering Corporation of Ceylon:
(94/68) Electric Motors and Starters. June 20. E.S.B. 19988/68.*
(94/68) Sound Projector and Accessories. June 6. E.S.B. 19989/68.*
(94/68) Electrical Equipment. June 11. E.S.B. 19990/68.*
(94/68) Kraft Pulp. June 7. E.S.B. 19987/68.*

CHILE

(94/68) Instrument Transformers for Empresa Nacional de Electricidad SA, Endesa. July 16. E.S.B. 19962/68.*

COLOMBIA

(96/68) Sugar Handling Equipment for Empresa Puertos de Colombia "Colpuertos". June 24. E.S.B. 20145/68.
(98/68) Power Plant for Instituto de Aprovechamiento de Aguas y Fomento Electrico "Electraguas". (Advance Information.) E.S.B. 20384/68.*

COSTA RICA

(96/68) Surgical Equipment for Caja Costarricense de Seguro Social. June 17. E.S.B. 20308/68.*
(96/68) Hospital Equipment for Departmento de Aprovisionamento de la Caja Costarricense de Seguro Social. E.S.B. 20169/68.*

ETHIOPIA

(96/68) Wire for Imperial Board of Telecommunications. June 17. E.S.B. 20159/68.*

GREECE

(94/68) Hydraulic Press Plant for Public Power Corporation. June 5. E.S.B. 20101/68.

HONDURAS

(93/68) Electrical Equipment for Empresa Nacional de Energia Electrica. June 17. E.S.B. 19569/68.*

HONG KONG

Tender Board, Colonial Secretariat:
(96/68) Pipes. June 7. E.S.B. 20160/68.*
(96/68) Paper. June 28. E.S.B. 20154/68.*
(96/68) Steel Bars and Angles. June 21. E.S.B. 20155/68.*

†*The* **Export Service Bulletin**, *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only £10 10s.*

The **Export Service Bulletin** *is available only to individuals resident and firms registered and carrying on business in the United Kingdom.*

If you would like a specimen copy get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058. Telex 886143, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

INDIA

(98/68) Insulators for Assam State Electricity Board. June 14. E.S.B. 20388/68.

Bhabha Atomic Research Centre:

(94/68) Radar Range Calibrator. (Further Information.) Tender documents now available. E.S.B. 19540/68.*

(94/68) Pulse Generator. (Further Information.) Tender documents now available. E.S.B. 19541/68.*

(94/68) Monitoring System. (Further Information.) Tender documents now available. E.S.B. 19542/68.*

(94/68) Electrolytic Plotting Tank. (Further Information.) Tender documents now available. E.S.B. 19543/68.*

(94/68) Photo Resist Spinner. (Further Information.) Tender documents now available. E.S.B. 19544/68.*

(94/68) Vacuum Feed Throughs. (Further Information.) Tender documents now available. E.S.B. 19545/68.*

(94/68) Radiation and Contamination Detection Monitors. (Further Information.) Tender documents now available. E.S.B. 19546/68.*

(98/68) Induction Furnace for Bharat Heavy Electricals Ltd. (Further Information.) Tender documents now available. E.S.B. 19567/68.*

(98/68) Transformers for Damodar Valley Corporation. July 8. E.S.B. 20389/68.

(98/68) Crane for Farakka Barrage Project. June 18. Tender documents now available. E.S.B. 19532/68.*

(98/68) Wrecking Crane for Haldia Dock Project. (Further Information.) This item will now be obtained from indigenous sources. E.S.B. 19074/68.

(95/68) Polythene Washers for Hindustan Cables Ltd. June 12. E.S.B. 20137/68.

Hindustan Steel Ltd.:

(95/68) Steel Mill Rolls. June 18. E.S.B. 20135/68.

(95/68) Plough Conveyor Chain. June 12. E.S.B. 20136/68.

(98/68) Goggle Valve. June 18. E.S.B. 20387/68.

(98/68) Sterilizer and Accessories. June 14. E.S.B. 20390/68.

Indian Telephone Industries Ltd.:

(98/68) Diakon Compound Granules, June 10. E.S.B. 20398/68.

(98/68) Nylon. June 10. E.S.B. 20399/68.

(98/68) Capacitor Tissue Paper. June 24. E.S.B. 20400/68.

(94/68) Transformers for Maharashtra Irrigation and Power Department. (Further Information.) This equipment will now be purchased from indigenous sources. E.S.B. 18135/68.

(97/68) Generator Sets for Rajasthan State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 6818/68.*

(98/68) Steam and Air Flow Recorders for West Bengal State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 18190/68.*

IRAN

(95/68) Generator for Iran Factories Corporation. June 10. E.S.B. 20138/68.*

(95/68) Paper Cement Bags for Ministry of Economy (Customs Administration.) June 26. E.S.B. 20139/68.*

(95/68) Rails and Accessories for National Iranian Steel Corporation. (Further Information.) Tender documents now available. E.S.B. 19072/68.*

IRAQ

Ministry of Defence:

(93/68) Sewing Machines. June 25. E.S.B. 19903/68.

(93/68) Tool Steel. June 18. E.S.B. 19905/68.

(93/68) Measuring Instruments. June 18. E.S.B. 19906/68.

(93/68) Drills. June 22. E.S.B. 19907/68.

(93/68) Lathes. June 22. E.S.B. 19908/68.

(93/68) Various types of Machines. June 6. E.S.B. 19909/68.

(95/68) Adding and Calculating Machines for Ministry of Education. June 9. E.S.B. 20120/68.

Ministry of Health:

(95/68) Dental Instruments. July 7. E.S.B. 20119/68.

(97/68) Electric Fan. July 7. E.S.B. 20352/68.

(95/68) Construction of Water Supply Scheme for Ministry of Municipalities and Works. August 30. E.S.B. 20117/68.

Ministry of Oil:

(93/68) Mechanical Tools. (Further Information.) The closing date has been extended to May 25. E.S.B. 5838/68.

(95/68) Tetraethyl Lead. June 11. E.S.B. 20116/68.

(97/68) Detergent-Inhibitor-Type Additive. June 5. E.S.B. 20357/68.

(95/68) Filter Aid for Mosul Sugar Factory Administration. June 15. E.S.B. 20118/68.

IRISH REPUBLIC

(96/68) Fuel Oil; Petrol; Paraffin for Carlow County Council. June 7. E.S.B. 20179/68.

(96/68) Construction of Water Supply Scheme for Clare County Council. July 12. E.S.B. 20303/68.

(96/68) Laboratory Equipment for County Limerick Vocational Education Committee. Closing date not stated. E.S.B. 20180/68.

Galway County Council:

(97/68) Construction of Waterworks System. June 18. E.S.B. 20311/68.

(97/68) Construction of a Pumping System. June 18. E.S.B. 20304/68.

Roscommon County Council:

(96/68) Storage Tanks. June 6. E.S.B. 20176/68.

(97/68) Pumping Plant. June 6. E.S.B. 20360/68.

LIBYA

(97/68) Pipes for Central Tender Board. June 17. E.S.B. 20347/68.

(97/68) Barbed Wire for Ministry of Finance. June 24. E.S.B. 20361/68.

MALAYSIA

Director of Telecommunications:

(93/68) Cables. (Further Information.) Tender documents now available. E.S.B. 19001/68.*

(93/68) Cable. (Further Information.) Tender documents now available. E.S.B. 18900/68.*

HQ Survey Department:

(97/68) Paper. June 10. E.S.B. 20316/68* and 20317/68.*

(97/68) Paper. June 10. E.S.B. 20315/68.*

(98/68) Fire Fighting Equipment for Inspector of Fire Services. June 11. E.S.B. 20386/68.*

(94/68) Medals for Ministry of Defence. July 11. E.S.B. 19936/68.*

(94/68) Chemicals for Ministry of Health. July 1. E.S.B. 19937/68.*

(97/68) Radio Communication Equipment for Ministry of Information and Broadcasting. July 2. E.S.B. 20314/68.*

(98/68) Microwave Scheme for Telecommunications Department. August 9. E.S.B. 20385/68.*

MALTA

(98/68) Electrical Equipment for Malta Electricity Board. (Further Information.) The closing date has been postponed to 10 a.m. on June 20. E.S.B. 13507/68.

Treasury:

(95/68) Submarine Telephone Cable. June 6. E.S.B. 19995/68.*

(95/68) Brooms. June 6. E.S.B. 19996/68.*

(96/68) Telecommunication Network. June 20. E.S.B. 20151/68.*

(96/68) Water Meters. June 20. E.S.B. 20150/68.*

(96/68) Battery Testing Laboratory Equipment. June 20. E.S.B. 20153/68.*

(97/68) Construction of Desalination Plant. (Advance Information.) June 8. E.S.B. 20363/68.

MOROCCO

(97/68) Electric Locomotives for Moroccan State Railways. (Further Information.) E.S.B. 18891/68.*

Pharmacie Centrale:

(95/68) Ophthalmic Ointment. June 10. E.S.B. 19999/68.*

(95/68) X-ray Films; Developing Materials. Closing date not stated. E.S.B. 19997/68.*

(95/68) Vaccines. June 30. E.S.B. 19998/68.*

MOZAMBIQUE

(97/68) Mixing Apparatus for Soil Testing Laboratory. June 17. E.S.B. 20377/68.

NEW ZEALAND

Auckland Regional Authority:

(96/68) Butterfly Valves. June 12. E.S.B. 20161/68.*

(96/68) Sluice Valves. June 12. E.S.B. 20162/68.*

(96/68) Butterfly Valves. June 12. E.S.B. 20163/68.*

(96/68) Sluice Valves. June 12. E.S.B. 20164/68.*

PAKISTAN

Controller of Stores, PE Railway:

(93/68) Galvanized Pipe. June 15. E.S.B. 19918/68.*

(93/68) Casing Pipe. June 25. E.S.B. 19920/68.

(93/68) Weighbridges. June 25. E.S.B. 19932/68.*

(93/68) Rolling Stock Parts. June 15. E.S.B. 19919/68.*

(95/68) Ferro Silicon for Pakistan Western Railway. (Further Information.) Tender documents now available. E.S.B. 19061/68.*

PARAGUAY

(94/68) Passenger Lifts for Institute de Prevision Social. June 21. E.S.B. 19950/68.*

SENEGAL

Regie Des Chemins de Fer Senegal:

(95/68) Railway Material and Equipment. (Further Information.) E.S.B. 17740/68.*

(95/68) Telecommunications Materials. (Further Information.) E.S.B. 17739/68.*

SINGAPORE, REPUBLIC OF

(96/68) Pharmaceuticals; Chemicals for Ministry of Health. June 11. E.S.B. 20166/68.*

SOUTH AFRICA

Cape Provincial Tender Board:

(96/68) Surgical Stainless Steelware. June 11. E.S.B. 19992/68.*

(96/68) Textiles. June 14. E.S.B. 19993/68.*

(96/68) Crawler Tractors for South West Africa Administration Tender Board. June 11. E.S.B. 19991/68.*

(96/68) Heat Treatment Furnace; Gas Plant for State Tender Board. June 6. E.S.B. 20165/68.*

SPAIN

(94/68) Post Equipment for Ministry of Public Works. July 15. E.S.B. 19972/68.

SUDAN

(94/68) Pumps (Hoists and Derricks) for Ministry of Works. (Further Information.) E.S.B. 19013/68.

(93/68) Storage Sheds for Sudan Gezira Board. June 10. E.S.B. 19941/68.*

SYRIAN ARAB REPUBLIC

(95/68) Tender Boxes for Northern Zone Electricity Directorate. June 10. E.S.B. 20131/68.

TAIWAN

Central Trust of China:

(96/68) Volt-Ammeters. June 17. E.S.B. 20171/68.*

(96/68) Jacks; Impact Wrench; Welding Sets. June 17. E.S.B. 20172/68.*

(96/68) Klystrons. June 17. E.S.B. 20173/68.*

(96/68) Milk Powder. June 17. E.S.B. 20174/68.*

(96/68) Tools. June 17. E.S.B. 20175/68.*

(96/68) Generating Set. June 25. E.S.B. 20178/68.*

(96/68) Electrical Materials and Tools. June 17. E.S.B. 20183/68.*

(96/68) Lead. June 15. E.S.B. 20189/68.*

(96/68) Car Movers. June 15. E.S.B. 20190/68.*

(96/68) Servicing Tracks. June 14. E.S.B. 20191/68.*

(96/68) Wheel Load Indicator. June 19. E.S.B. 20192/68.*

(96/68) Valves. June 17. E.S.B. 20193/68.*

(96/68) Pigments and Resin. June 17. E.S.B. 20194/68.*

(96/68) Steel Plate. June 18. E.S.B. 20195/68.*

(96/68) Grinding Wheels. June 17. E.S.B. 20196/68.*

(97/68) Food Colourings. June 10. E.S.B. 20324/68.*

(97/68) Ferro-Chromium. June 11. E.S.B. 20325/68.*

(97/68) Ball Clevis. June 7. E.S.B. 20326/68.*

(97/68) Cup Washer and Accessories. June 10. E.S.B. 20327/68.*

(97/68) Coin Inspection Machines. June 11. E.S.B. 20328/68.*

(97/68) Bolts. June 12. E.S.B. 20329/68.*

(97/68) Workshop Equipment. June 10. E.S.B. 20330/68.*

(97/68) Gas Cylinders. June 14. E.S.B. 20331/68.*

(97/68) Air Compressor. June 15. E.S.B. 20332/68.*

(97/68) Steel Bar. June 14. E.S.B. 20333/68.*

(97/68) Roller Mill; Dissolver. June 10. E.S.B. 20334/68.*

(97/68) Cable and Accessories. June 12. E.S.B. 20335/68.*

(97/68) Axle Steel. June 14. E.S.B. 20336/68.*

(97/68) Babbitt Metal. June 14. E.S.B. 20337/68.*

(97/68) Transmission Line Equipment. June 11. E.S.B. 20338/68.*

(97/68) Colloid Mill. June 15. E.S.B. 20339/68.*

(97/68) Insulators. June 17. E.S.B. 20340/68.*

(97/68) Ammeters; Voltmeters. June 14. E.S.B. 20341/68.*

(97/68) Clamps. June 14. E.S.B. 20342/68.*

(97/68) Ferro-Chromium. June 17. E.S.B. 20343/68.*

(97/68) Pump. June 14. E.S.B. 20344/68.*

(97/68) Saw Blades. June 14. E.S.B. 20345/68.*

(97/68) Tractor Spare Parts. June 6. E.S.B. 20348/68.*

(97/68) Ground Rods and Fittings. June 11. E.S.B. 20349/68.*

(97/68) Steel Bars. June 12. E.S.B. 20350/68.*

(97/68) Monotype Press. June 8. E.S.B. 20351/68.*

(97/68) Laboratory Equipment. June 7. E.S.B. 20356/68.*

(97/68) Lead. June 13. E.S.B. 20626/68.*

THAILAND

Air Engineering Department:

(98/68) Microscope and Accessories. June 14. E.S.B. 20371/68.*

(98/68) Milling Machine and Accessories. June 13. E.S.B. 20372/68.*

(98/68) Screw Press. June 11. E.S.B. 20373/68.*

(93/68) Electrical Materials for Metropolitan Electricity Authority. June 11. E.S.B. 19288/68.*

State Railway of Thailand:

(98/68) Pumps. June 13. E.S.B. 20378/68.*

(98/68) Diesel Fuel Filter Pump. June 13. E.S.B. 20379/68.*

(98/68) Steam Cleaner. June 13. E.S.B. 20380/68.*

(98/68) Cellulose Acetate for Thailand Tobacco Monopoly. June 10. E.S.B. 20368/68.

TURKEY

(98/68) Animal Feed Plants for Animal Fodder Industry Corporation. (Further Information.) The closing date has been postponed to 5 p.m., June 17. E.S.B. 17467/68.

(Continued on next page)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).

Denizcilik Bankasi TAO:
(96/68) Floating Crane. June 5. E.S.B. 20199/68.*
(98/68) Wire Ropes. June 11. E.S.B. 20393/68.*
(95/68) Flame-cutting Machines for Ereğli Iron and Steel Works. June 15. E.S.B. 20105/68.*
(97/68) Transformers for Etibank. June 6. E.S.B. 20586/68.*
(98/68) Meters for I.E.T.T. Isletmeleri Umum Mudurlugu. June 12. E.S.B. 20391/68.*
(97/68) Coach Lighting Equipment for State Railways Administration. June 6. E.S.B. 20355/68.*

UGANDA

(97/68) Consultancy Services for Central Tender Board. June 24. E.S.B. 20732/68.

UNITED ARAB REPUBLIC (EGYPT)

(97/68) Laboratory Workshop Equipment for International Labour Office. June 17. E.S.B. 19961/68* and 20587/68.*

UNITED STATES OF AMERICA

(93/68) Tower Steel for Bonneville Power Administration. June 5. E.S.B. 19948/68.*
(93/68) Transformers; Circuit Breakers for Omaha District Corps of Engineers. (Advance Information.) E.S.B. 19925/68.

URUGUAY

Ministry of Public Health:
(94/68) Sterilization Equipment. June 18. E.S.B. 19970/68.*
(94/68) Blood Count Equipment. June 11. E.S.B. 19966/68.*
(94/68) Barium Sulphate. June 11, E.S.B. 19967/68.*
(94/68) Plaster. June 11. E.S.B. 19968/68.*
(94/68) Rubbery Plastic Bags. June 18. E.S.B. 19969/68.*
(94/68) Pharmaceuticals. June 12. E.S.B. 20025/68.*

ZAMBIA

Central Supply and Tender Board:
(93/68) X-ray Developing Chemicals. June 14. E.S.B. 19945/68.*
(93/68) Dispensing Bottles. June 14. E.S.B. 19946/68.*
(94/68) Collapsible Tanks. June 14. E.S.B. 19943/68.*
(94/68) Cotton Canvas Duck and Flannel. June 14. E.S.B. 19944/68.*
(94/68) Anaesthetic Cartridges and Injections. June 14. E.S.B. 19947/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7016 and 7017. Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Algeria
(96/68) Inquiry for PVC film producing and moulding machines. E.S.B. 20504/68.

Australia
(93/68) Agency inquiry for fork lift trucks. E.S.B. 19719/68.
(94/68) Agency inquiry for mattress ticking. E.S.B. 19733/68.
(96/68) Inquiry for electrical test benches. E.S.B. 20255/68.
(97/68) Inquiry for automotive and engineering hand tools; builders hardware. E.S.B. 15034/68.
(97/68) Joint venture – specialized wires. E.S.B. 19419/68.

Austria
(94/68) Agency inquiry for office furniture. E.S.B. 19739/68.
(95/68) Agency inquiry for chemicals. E.S.B. 20087/68.
(95/68) Inquiry for salted peanuts. E.S.B. 13891/68.

Belgium
(94/68) Inquiry for roofing slates. E.S.B. 20204/68.

Brazil
(93/68) Inquiry for plasticizers; PVC resins. E.S.B. 13045/68.
(94/68) Inquiry for railway insulation equipment. E.S.B. 19770/68.
(95/68) Inquiry for construction equipment; food processing equipment; machine tools; shoe-making equipment; textile machinery. E.S.B. 17031/68.
(97/68) Inquiry for crushing and separating machinery; food processing machinery; polyethylene; whisky; wire; wire-extruding machinery. E.S.B. 20700/68.

Burma
(94/68) Tenders for complete plants. C.R.E. 13186/4/G.

Canada
(93/68) Agency inquiry for automotive ball bearings; battery wired terminals; chamois leather; copper tubing; gaskets; motor car suspension and engine parts; nuts and bolts. E.S.B. 19457/68.
(93/68) Inquiry for nylon bushings. E.S.B. 19636/68.
(94/68) Inquiry for hose. E.S.B. 19478/68.
(94/68) Inquiry for tape recorders and equipment; vending machines. E.S.B. 19607/68.
(96/68) Inquiry for feathers; fire-proof drapery fabrics; synthetic materials for theatrical costumes. E.S.B. 20243/68.
(96/68) Inquiry for hack and coping saw blades. E.S.B. 20527/68.
(97/68) Inquiry for vices. E.S.B. 20583/68.

Ceylon
(94/68) Agency inquiry for lift irrigation pumps. E.S.B. 12995/68.
(95/68) Inquiry for passenger lifts. E.S.B. 10799/68.
(96/68) Inquiry for postal franking meters. E.S.B. 15191/68.

Denmark
(96/68) Inquiry for vacuum cleaners. E.S.B. 20567/68.
(98/68) Self-service shops and supermarkets. E.S.B. 23384/67.

Denmark/Poland
(98/68) Trade Agreement. E.S.B. 1209/G.

Dubai
(93/68) Inquiry for clothing; insect spray and detergent powders; knitwear; motor oil, grease and brake fluid; perfumes; shoes and sandals; toilet preparations. E.S.B. 12913/68.

Finland
(94/68) Agency inquiry for bicycles; bicycle parts and accessories; car hand tools; knitted baby clothing; make-up bags; pens; silver rivets; toys; wheel rims. E.S.B. 18739/68.
(95/68) Agency inquiry for surgical gloves; surgical hypodermic needles; syringes; tape recorders. E.S.B. 19717/68.
(95/68) Agency inquiry for tubes. E.S.B. 20228/68.
(95/68) Agency inquiry for tube flanges. E.S.B. 18344/68.
(96/68) Agency inquiry for air rifles; camping tents and equipment; chest expanders; fishing rods and tackle; rubber mattresses. E.S.B. 19679/68.
(97/68) Agency inquiry for steel plate fabrications for rotary calcium carbonate burning ovens. E.S.B. 20227/68.
(98/68) Agency inquiry for chinaware; porcelain. E.S.B. 20792/68.
(98/68) Inquiry for vinyl playballs and footballs. E.S.B. 21024/68.
(95/68) Inquiry for paint spraying machinery. E.S.B. 19677/68.

France
(96/68) Agency inquiry for hand tools; pneumatic tools. E.S.B. 18372/68.
(95/68) Inquiry for fork lift trucks; mechanical handling equipment. E.S.B. 20062/68.
(95/68) Inquiry for paper napkins. E.S.B. 19876/68.

Germany, Federal Republic of
(95/68) Agency inquiry for abrasives; hand tools; stone working machinery. E.S.B. 17274/68.
(97/68) Agency inquiry for miniature transformers; split type motors; blowers; pumps. E.S.B. 20511/68.
(98/68) Agency inquiry for cotton and synthetic yarns. E.S.B. 20283/68.
(98/68) Agency inquiry for jams; marmalades; foodstuffs. E.S.B. 20678/68.
(98/68) Agency inquiry for women's clothing. E.S.B. 20533/68.
(93/68) Inquiry for children's pistols. E.S.B. 19804/68.
(94/68) Minimum requirements for electronic equipment in aircraft. C.R.E. 23038/G.
(95/68) Inquiry for brass and steel rods. E.S.B. 20532/68.
(95/68) Inquiry for packaging materials. E.S.B. 17927/68.
(96/68) Inquiry for disposable surgical items. E.S.B. 18929/68.
(96/68) Inquiry for men's and women's clothing. E.S.B. 19842/68.

† For further details of the 'Export Service Bulletin see page 1606.

Pauling and Co. Ltd., international civil engineering contractors of London, have recently purchased three new heavy-duty tipping units for use on road construction work at Abu Dhabi, in the Middle East. Crane Fruehauf 30-ton payload tipping trailers, coupled to Scammell Constructor 6 x 6 motive units, were chosen for this task. For operation in desert conditions the pressed steel cabs are specially insulated and a water carrying front bumper is also fitted,

Seen outside Carpet Manufacturing Co. Ltd.'s new warehouse in Park Street, Kidderminster, this transporter is loaded with carpets destined for the Sydney and Melbourne warehouses of International Floors Pty. Limited, CMC's new Australian distributors,

Ghana
(94/68) Inquiry for generators; photographic unit; vehicles. E.S.B. 19740/68.

Greece
(94/68) Agency inquiry for pharmaceuticals; refrigeration equipment. E.S.B. 19815/68.
(97/68) Inquiry for steel rounds. E.S.B. 20632/68.

Grenada (West Indies Associated States)
(93/68) Agency inquiry for plumbing equipment and fittings. E.S.B. 19455/68.

Guyana
(95/68) Inquiry for photographic chemicals; photographic equipment; film. E.S.B. 20005/68
(97/68) Inquiry for printing press. E.S.B. 20679/68.

Hong Kong
(93/68) Inquiry for electric light fittings and accessories; nichrome wires. E.S.B. 19771/68.
(96/68) Inquiry for fur, hides and skins; grindery; leather and leather goods. E.S.B. 20279/68.

India
(97/68) Agency inquiry for alcoholic beverages; cigarettes; tobacco. E.S.B. 20083/68.

Indonesia
(94/68) United Kingdom aid to developing countries. C.R.E. 23249/G.

Irish Republic
(97/68) Agency inquiry for carpets; household items; garden cultivators; garden furniture; indoor and outdoor toys and games; leisure requisites. E.S.B. 15891/68.
(98/68) Agency inquiry for men's and women's outerwear. E.S.B. 20612/68.
(93/68) Agency inquiry for elastic braids; textiles. E.S.B. 5217/68.
(94/68) Agency inquiry for concrete mixing machines; vehicle trailers. E.S.B. 19716/68.
(95/68) Agency inquiry for leather travel goods. E.S.B. 20085/68.
(95/68) Agency inquiry for printers' anti-set-off powder; tobacco tin liners. E.S.B. 19397/68.
(96/68) Inquiry for plastic backing board. E.S.B. 20295/68.

Italy
(93/68) Agency inquiry for chemical products. E.S.B. 18473/68.
(93/68) Agency inquiry for degreasing plant; phosphating plant; pickling plant; washing machines. E.S.B. 18612/68.
(93/68) Agency inquiry for fur skins and coats; woollen textiles. E.S.B. 18661/68.
(93/68) Agency inquiry for hose clips; industrial plastic products; rubber products. E.S.B. 18441/68.
(93/68) Agency inquiry for joint sealers; waterproofing products; butyl mastics. E.S.B. 18442/68.
(93/68) Agency inquiry for navigation instruments. E.S.B. 18443/68.
(93/68) Agency inquiry for pure raw wool; wool rags. E.S.B. 19728/68.
(93/68) Agency inquiry for stationery sundries. E.S.B. 18444/68.
(94/68) Agency inquiry for automation machines; industrial weighing plants; vibrating machines. E.S.B. 18485/68.
(94/68) Agency inquiry for bus parts and accessories. E.S.B. 18403/68.
(94/68) Agency inquiry for electrical equipment; electric motors; cranes. E.S.B. 18642/68.
(94/68) Agency inquiry for curtainings; furnishing fabrics; mats and rugs. E.S.B. 18990/68.
(94/68) Agency inquiry for machinery for steel industry. E.S.B. 18470/68.
(94/68) Agency inquiry for musical instruments and accessories; sheet music; musical publications and books. E.S.B. 18464/68.
(94/68) Agency inquiry for regulating and control equipment. E.S.B. 18405/68.
(95/68) Agency inquiry for electronic components. E.S.B. 18490/68.
(95/68) Agency inquiry for foodstuffs. E.S.B. 18238/68.
(95/68) Agency inquiry for printing products. E.S.B. 18645/68.
(96/68) Agency inquiry for air conditioning plant and equipment; fume and dust extraction plant and equipment; industrial heating and steam generating plant and equipment; metal carpentry work; water purification and desalination plant and equipment. E.S.B. 18283/68.
(96/68) Agency inquiry for machinery for steel industry; steel industry equipment. E.S.B. 18470/68.
(96/68) Agency inquiry for non-destructive industrial measuring and controlling equipment. E.S.B. 18409/68.
(97/68) Agency inquiry for baking chocolate. E.S.B. 20278/68.
(97/68) Agency inquiry for packeted tea; tea-bags. E.S.B. 20277/68.
(98/68) Agency inquiry for copper cable terminals; electric motors and geared units; mechanical and electric equipment; reduction gear roll bearings. E.S.B. 18482/68.
(98/68) Agency inquiry for foodstuffs. E.S.B. 20641/68.

Jordan
(95/68) Inquiry for concrete slab making machinery. E.S.B. 19779/68.
(96/68) Inquiry for hospital furniture and equipment. E.S.B. 37076/65.

Kenya
(94/68) Inquiry for bandage cloth; weaving machinery. E.S.B. 19147/68.

Korea
(94/68) Inquiry for knitwear machinery. E.S.B. 13812/68.

Kuwait
(93/68) Agency inquiry for safety boots. E.S.B. 19671/68.
(96/68) Agency inquiry for studio lighting equipment. E.S.B. 19737/68.

Luxembourg
(95/68) Inquiry for hats. E.S.B. 19865/68.

Malawi
(93/68) Inquiry for khaki stockings. E.S.B. 19377/68.

Malaysia
(98/68) Inquiry for sanitaryware. E.S.B. 20531/68.

Mexico
(98/68) Agency inquiry for dredges. E.S.B. 20726/68.

The Netherlands
(93/68) Inquiry for motor car accessory novelties; wheel covers. E.S.B. 10542/68.
(94/68) Inquiry for building machinery and materials. E.S.B. 19420/68.
(97/68) Inquiry for heating appliances and accessories; sanitary fittings. E.S.B. 19366/68.

New Zealand
(94/68) Agency inquiry for transmission equipment. E.S.B. 19715/68.

Nigeria
(94/68) Agency inquiry for cosmetics; pharmaceuticals; toilet preparations. E.S.B. 19646/68.
(94/68) Agency inquiry for radio equipment. E.S.B. 19772/68.
(95/68) Agency inquiry for domestic electrical fittings; lamps; loud speakers; record player equipment; television aerials. E.S.B. 3216/68.
(95/68) Agency inquiry for pharmaceutical products. E.S.B. 17801/68.

Norway
(94/68) Agency inquiry for refuse destruction plant. E.S.B. 19386/68.
(95/68) Agency inquiry for copper and copper alloy castings. E.S.B. 19741/68.
(95/68) Inquiry for pliers. E.S.B. 15011/68.

Panama
(96/68) Inquiry for quick freezing plant. E.S.B. 20563/68.

Poland/United Arab Republic
(98/68) Trade and financial arrangements. E.S.B. 1209/G.

Puerto Rico
(95/68) Agency inquiry for drill bits. E.S.B. 20216/68.
(98/68) Agency inquiry for galvanized welded steel water pipes. E.S.B. 20540/68.

Saudi Arabia
(94/68) Inquiry for traffic control television equipment. E.S.B. 27583/67.
(97/68) Inquiry for rubber sole manufacturing machines. E.S.B. 20677/68.

Singapore, Republic of
(97/68) Inquiry for pipe making machinery. E.S.B. 20505/68.

South Africa
(93/68) Inquiry for corrugated iron manufacturing plant. E.S.B. 16104/68.

Spain
(95/68) Agency inquiry for refrigerated transport containers. E.S.B. 19475/68.

Sweden
(94/68) Accommodation for visiting businessmen. E.S.B. 14586/68.
(96/68) Agency inquiry for camping equipment; garden games and furniture; sports goods. E.S.B. 18415/68.
(97/68) Agency inquiry for handbags. E.S.B. 17001/68.
(96/68) Inquiry for wire rod. E.S.B. 19635/68.

Switzerland
(95/68) Agency inquiry for women's coats; costumes and dresses. E.S.B. 20084/68.

Thailand
(93/68) Agency inquiry for gift articles; golf equipment and accessories; men's and women's formal and sports wear. E.S.B. 12468/68.
(96/68) Inquiry for shirtings; suede leather clothing; textile fabrics. E.S.B. 19864/68.

Trinidad/Tobago
(94/68) Agency inquiry for games. E.S.B. 6321/68.
(98/68) Inquiry for pressure vessels. E.S.B. 20788/68.

Turkey
(97/68) Inquiry for glassware manufacturing plant. E.S.B. 20565/68.

Uganda
(93/68) Agency inquiry for dresses; knitwear; shoes; waste paper. E.S.B. 18687/68.

United States of America
(93/68) Agency inquiry for deodorizers and disinfectors. E.S.B. 18279/68.
(93/68) Agency inquiry for shirtings; tie fabrics. E.S.B. 35042/66.
(93/68) Inquiry for fire hose. E.S.B. 19499/68.
(93/68) Inquiry for hydraulic pressure gauges. E.S.B. 19736/68.
(95/68) Inquiry for bars. E.S.B. 12425/68.
(95/68) Inquiry for stainless steel strip. E.S.B. 20229/68.
(96/68) Inquiry for scissors; pinking shears. E.S.B. 20581/68.
(97/68) Inquiry for film resistor sorting and adjusting machines. E.S.B. 20744/68.
(98/68) Inquiry for electric cable. E.S.B. 20644/68.

Uruguay
(95/68) Inquiry for face powder cake presses. E.S.B. 20060/68.

Venezuela
(93/68) Inquiry for bentonite; ferro alloys; graphite; pipe threading machine; refractories for furnaces; shell-moulding resin. E.S.B. 18759/68.
(95/68) Inquiry for nylon manufacturing plant. E.S.B. 19691/68.

Zambia
(96/68) Agency inquiry for electrical, household and kitchen goods; foodstuffs. E.S.B. 18957/68.
(98/68) Tender qualification requirements. CRE 6555/G.

(94/68) Public procurement in EFTA. E.S.B. 1209/G.

Robert Hough
WASTE PAPERS • ALL TEXTILE WASTES
RAGS • ROPES • JUTE • FLAX • HEMP
SISAL • MANILA • COTTON WASTE
VICTORIA HOUSE
NARROW STREET
LONDON E.14
Phone: 01-987 5632/5
Telex No.: 21372
Cables:
PAPERSTOCK, LONDON, E.14
and at TEMPLE MILL • MARLOW • BUCKS • Tel: MARLOW 4488
PROPRIETORS: LIMEHOUSE PAPERBOARD MILLS LIMITED • MANUFACTURERS & PROCESSORS • IMPORTERS & EXPORTERS
RH
ESTABLISHED 1860

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the March 15 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xx of May 3 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757).*

Cutlers' mission to Stockholm

NINE representatives from Sheffield and Birmingham cutlery firms have left for Stockholm on what is believed to be the first outward cutlery trade mission of its kind. Two firms, one from Sheffield, and another from Birmingham sent their representatives ahead by car loaded with samples.

The mission, organized by the newly formed Export Promotion Committee of the United Kingdom Cutlery and Silverware Manufacturers Association is jointly sponsored by the British National Export Council.

The firms will be displaying their samples in one of Stockholm's biggest hotels, the Hotel Gillet.

Exports of British cutlery to Sweden have almost doubled in the past two years. In 1966 only £60,176 worth of cutlery was exported to Sweden. Last year it went up to £113,139.

The party is being led by Mr. R. G. West, managing director of Geo. Butler & Co. (Cutlers) Ltd.

United States tour

MR. RICHARD L. MCLUCKIE, managing director of McLuckie Engineering Ltd., of Paisley, Scotland, manufacturers of a range of unit dust collectors, leaves early next month for New York for the purpose of appointing agents, and to assess the prospects for exporting their units to the United States.

10,000 miles export tour

MR. JOHN DAY, marketing director of ASL of Birmingham, has left for a 10,000 miles export sales trip to Canada and the United States. The firm manufacture garden sprayers and modern clothes drying aids. Mr. Day's 13-day sales tour is aimed at expanding existing trade and exploring new trade possibilities in North America where there is a huge potential market for his Company's range of labour saving devices for both home and garden.

The firm produces over 2 million garden sprayers each year and exports some 30 per cent of its total output of sprayers and clothes drying aids.

Seen departing from Gatwick Airport are senior executives and officials bound for Brazil to discuss the organization and planning of the British Industrial Exhibition to be held in Sao Paulo from March 5-16, 1969. The exhibition is sponsored by the BNEC Committee for Exports to Latin America (CELA) and organized by Industrial and Trade Fairs International Ltd. From left to right are: Mr. J. Bateman, managing director of Beck & Pollitzer Packing and Shipping Ltd., Mr. I. C. Trafford, managing director of Industrial & Trade Fairs International Ltd., Mr. W. T. Pierce, director of the Trade Fairs Branch of the Board of Trade, and Mr. C. J. L. Mackenzie, Exhibition Group Administration Manager of Industrial & Trade Fairs International Ltd.

Marine executives' visit to Yugoslavia

DURING the present tour of the Marconi Marine demonstration vessel 'Elettra III' she will be joined at the first Yugoslav ports of call, Split and Rijeka, by Marconi Marine's managing director, Mr. D. P. Furneaux, and associated companies' sales manager, Mr. E. Dalton, who will be flying out from London in order to make personal contact with Yugoslav shipping and shipbuilding personalities. Mr. Dalton will remain with 'Elettra III' for her further call at Pula, which ends on June 4, followed by a visit to Trieste.

Marconi Marine have received a considerable volume of orders for communications equipment, radar and other navigational aids for installation on a number of vessels recently built or now building in Yugoslav and Italian yards.

Three week's sales trip

A THREE-WEEK sales trip to the United States, Mexico and Jamaica is being undertaken by Mr. Peter Brown, export manager of Evans Electroselenium Limited. Mr. Brown will first visit Philadelphia, before leaving for Pittsburgh, Chicago, Houston and San Francisco, to see distributors and discuss the company's latest scientific instrument developments and sales promotional plans. Going on from San Francisco he will visit the company's distributors in Mexico City and then on to Kingston, Jamaica, to examine the possibility of increasing sales in the West Indies.

The company have recently introduced an automatic colorimeter which has considerable appeal to hospitals and clinical laboratories for routine colorimetric analysis, and already many orders have been received for the equipment from overseas.

At present the company's senior applications specialist, Mr. Roly Reynolds, is in the United States demonstrating a number of the company's products, including the EEL atomic absorption spectrophotometer. This instrument has sold exceedingly well in the United States and Canada despite keen American competition. Mr. Reynolds is also going to Mexico.

South African visit

DR. DONALD SPENCER, managing director of Air Products Ltd., winners of this year's Queen's Award to Industry is on a ten-day business visit to South Africa. Air Products is the London firm of cryogenic engineers that built the two 210 ton-a-day oxygen plants recently commissioned at the South African Iron and Steel Industrial Corporation's Vanderbijlpark works. Main purpose of Dr. Spencer's trip is to visit the ISCOR works to see the new plants in operation. In acceptance tests before they went 'on-stream' last month, both plants exceeded their design capacities by more than 12 per cent.

In the last three years, the company has exported R.10 million worth of plant and equipment to 33 countries and its exports have accounted for nearly 70 per cent of its total plant sales.

Sixth visit to Eastern Europe

MR. ALEXANDER ROSS, chairman of the East European Trade Council, has left for Bucharest on his sixth introductory visit to Eastern Europe since the EETC's formation eighteen months ago. Accompanied by Mr. Anthony Hore, the council's executive secretary, Mr. Ross will have a number of top level talks on Anglo/Rumanian trade promotion before returning to London. Among subjects for discussion will be the British Industrial Exhibition in Bucharest in October of which Mr. Ross will be president.

Mr. Hore has accepted an invitation from the Hungarian Chamber of Commerce to visit Budapest from May 24 to 31.

Far East appointments

Mr. Malcolm Watkins *Mr. Peter Hawkins*

As a result of market research into the fast developing economies of some Far East countries, Dexion Limited are increasing their personnel commitment in this area. The firm who claim to have the largest sales of slotted angle in the world have had a British expert based in Hong Kong for two years. The success of this operation and regular visits by a Dexion overseas sales manager to the area (four trips in the last 18 months) has led to the decision to send two more experts to live and work in the Far East.

The two men, Mr. Malcolm Watkins, and Mr. Peter Hawkins, have left for their assignments, one will be based in Singapore and the other in Thailand. They will advise and assist the Dexion distributors in training and in the latest storage and materials handling techniques.

Dexion Limited, which exports over 50 per cent of its production to more than 90 countries, considers regular visits by senior personnel and having a 'man on the spot' are essential ways of increasing sales overseas.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Export record

Export sales during March for the Wolseley-Hughes Group of companies were, states a spokesman of the company, a record. During this month sales to overseas markets were in excess of £200,000, and exceeded any previous month.

Companies in the group manufacture agricultural machinery, industrial and domestic heating equipment, and light engineering.

£2.5 million South Africa contract

A £2.5 million contract to provide the electrical services for a £30 million commercial development in South Africa has been won by the Drake & Scull Engineering Co. Ltd. (Drake & Gorham, Scull Group).

The development, claimed to be the largest single commercial project in the southern hemisphere, and known as the Carlton Centre, Johannnesburg, will comprise underground car parking and sub-basement shopping areas. Above this will rise two multi-storey towers, one of 51 floors, containing offices, flats, a hotel and amenity facilities.

This project brings the group's order book up to £45 million.

Print equipment for Japan

British microwave print drying equipment is to be sold to Japan. Orders worth approximately £25,000 for two microwave print drying units have been received by Eden Fisher Hirst (Microwave) Ltd. of Maidstone, Kent, from the Toppan Group of Printing Companies of Tokyo, Japan, and delivery is scheduled for completion by September.

Sub-stations for Libya new town

South Wales Switchgear's glass fibre pocket sub-stations, which are enjoying considerable success with electricity undertakings both at home and overseas, have been chosen for the electrical distribution network of the new town of Barce in Libya.

The contract, worth approximately £50,000 and placed with South Wales Switchgear by GEC (Overseas Services) Ltd., main contractor for the town's electrical distribution, covers 16 sub-stations.

Consultants for the contract are Kennedy and Donkin.

TV zoom lenses for Japan

An order for a further £100,000-worth of television zoom lenses from Japan brings Rank Taylor Hobson's total Japanese lens order book during the last nine months to £350,000.

The majority of the lenses are destined for Japan's rapidly expanding colour television market of which Rank Taylor Hobson, part of The Rank Organisation, has a dominant share.

Signal generators for India

Avo (Thorn Group) has received a £60,000 order for several hundred signal generators, model AFM2, from the Indian Supply Mission,

Hydraulic Machinery (Great Britain) Ltd. have won an order for three HY-MAC 610 wheeled all-hydraulic excavators from Saudi Arabia. These machines, which will work on a sewage scheme in the Holy City of Medina, have been purchased by The Consolidated Construction Company of Jeddah. As non-Moslems are not permitted to enter the Moslem Sector of Medina, the HY-MAC excavators will be serviced at Medina International Airport. Two HY-MAC excavators, fitted with backacter equipment, have also been sold to the Alcat Company of Doha.

£500,000 orders for British know-how

Orders for £500,000-worth of British engineering know-how have been won by The Rank Organisation's Solus Schall International Inspection Service from the Middle East, Europe, Africa, Australia and South America. The company provides a specialist engineering inspection service covering inspection, at all stages of construction of oil and gas pipeline and civil engineering projects all over the world.

Currently the company has more than 200 inspectors and engineers working in the five continents of the world. The men check welds in pipelines and bridges using such techniques as ultrasonics and radiography.

To cater for the growing number of offshore pipelines and installations at home and abroad, the company has started an underwater inspection service.

£166,000 United States order

British loudspeakers worth more than £166,000 are to be exported to the United States under an agreement between Rank Wharfedale Limited of Bradford, and British Industries Corporation, of Long Island, New York. The loudspeakers are for delivery from July to December 1968. Container shipments of loudspeakers are delivered to the United States each month. These are then installed in American made cabinets and marketed under the Wharfedale brand name. Sixty per cent of production is sold to overseas markets.

Valves for Kuwait

Whessoe Limited have secured through International Tank and Pipe SAK, of Kuwait an order for the supply of 14 M and J valves of 20in., 24in., 36in. and 42in. diameter for fitting to storage tanks for the Kuwait Oil Company.

Whessoe Limited manufacture a wide range of the M and J valves at Darlington.

Pilot hoist for Japanese tanker

J. Samuel White & Co. Ltd., of Cowes, Isle of Wight, have introduced an additional model of their major pilot hoist to assist marine pilots boarding the giant supertankers being built in Japan and elsewhere. The first of the new hoists is to be fitted to the largest ship in the world, the 276,000 deadweight ton tanker launched recently in Japan at the Nagasaki shipyard of Mitsubishi Heavy Industries.

The ship when unladen will present a pilot with a climb from his launch to the deck of about 86 feet. The new hoist has been designed to lift pilots up to 100 feet and will take the pilot from his launch to the deck of the new ship in approximately 85 seconds.

National Bulk Carriers Inc., of New York, have ordered the first of the 100ft. lift hoists as agents for Bantry Transportation Co. of Bermuda.

The earlier model of the Major pilot hoist, which is designed for a 65ft. lift – sufficient for tankers of around 120,000 dwt – remains in production.

Welding machines for Spain

Export orders for resistance welding equipment for the Spanish car industry worth more than £250,000 have been announced by Sciaky Welding Machines Limited, Falmouth Road Trading Estate, Slough, Bucks. Sciaky obtained their two orders in Spain in the face of European and overseas competition.

Each order is for 150 Sciaky resistance welding machines – a total of 300 machines. The second order was secured after Sciaky had been told that they would only be allowed to tender if they could meet the very strict delivery requirements on order number one. Sciaky could. Similar strict delivery requirements apply on order number two.

Stringing 230 kV conductors from a transmission tower during work being undertaken by BIC Construction Company between Ahwaz and Andimeshk in Khuzestan Province, Iran, for the Khuzestan Water and Power Authority. A £6 million contract for the supply and erection in Iran of a 230 kV overhead transmission line for future uprating to 400 kV is also in hand by BIC Construction Company.

GENTRANSCO—and BELGIUM

REGULAR RAIL GROUPAGE SERVICES—

LONDON—GHENT

Once weekly
Two days transit

LONDON—BRUSSELS

Twice weekly
Two days transit

Deliver to:—
Gentransco No. 5,
London International Freight Terminal,
Temple Mills Lane,
Stratford, London, E.15.
Monday—Friday 7.30 a.m.—5 p.m.

Enquiries to:—
Commercial Department,
Gentransco Services Ltd.,
P.O. Box 166, Central House,
Stratford, London, E.15.
Telephone: 01-534 6655 Telex 22771 & 261623

MANCHESTER—GHENT

Once weekly
Three days transit

MANCHESTER—BRUSSELS

Twice weekly
Three days transit

Deliver to:—
Gentransco Depot,
Liverpool Road Goods Station,
Manchester, 3.
Monday—Friday 7.30 a.m.—4.30 p.m.

Enquiries to:—
Gentransco Services Ltd.,
40, King Street West,
Manchester.
Telephone: 061-832 6411 Telex 66659

"This is another extract from the range of Gentransco Groupage Services."

(—we also offer the use of our own I.S.O. containers for complete load movements to or from Belgium).

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

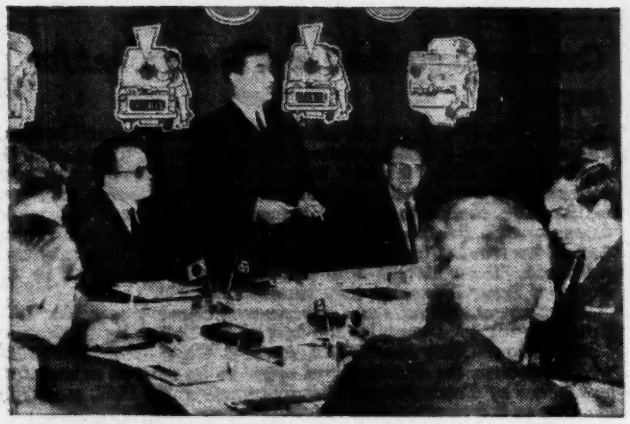
Common organization of the market for cattlemeat

THE *Board of Trade Journal* dated May 10, 1968 (page 1471) and May 17, 1968 (page 1542) contained announcements about the common organization of the market for cattlemeat.

The text of the following Decision which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L110 dated May 11, 1968.

Decision 68/213/CEE fixes the prices used to calculate the import levies for third countries in the cattlemeat sector as from May 6, 1968.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).



One of the major automotive filter producers in Europe is to increase its sales efforts in the Federal Republic of Germany. Crosland Filters Limited, of Nottingham, have appointed Auto-Teile-Prazision KG, of Frankfurt-am-Main, as their new agents. Auto-Teile sell through 16 branches throughout the Republic. Crosland recently sent over a high-powered sales team for intensive sales talks in Düsseldorf with Auto-Teile's senior executives and branch managers. The picture shows Mr. Kenneth Holyoak, works director of Crosland Filters, speaking during Crosland's Düsseldorf sales meeting.

Common organization of the market for cereals

THE TEXTS of the following Regulations which affect trade in the cereals sector have appeared in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 559/68 concerns the methods of application of Regulation No. 367/67/CEE (see *Board of Trade Journal* dated August 25, 1967, page 488) which fixes the production refunds for maize groats and meal and broken rice used in brewing (*Journal Officiel* No. L106 dated May 7, 1968).

Regulation (CEE) No. 580/68 modifies from May 11, 1968, the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L110 dated May 11, 1968).

The *Journal Officiel* No. L106 also contains the text of a corrective to Regulation (CEE) No. 541/68 (see *Board of Trade Journal* dated May 17, 1968, page 1542) which fixes a compensatory allowance for wheat and rye for bread and maize in stock at the end of the 1967/1968 marketing season.

The French text of the above Regulations and corrective may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

Common organization of the market for rice

THE TEXTS of the following Regulations which affect trade in the rice sector in the EEC have appeared in the *Journal Officiel des Communautés Européennes.*

Regulation (CEE) No. 559/68 concerns the methods of application of Regulation No. 367/67/CEE (see *Board of Trade Journal* dated August 25, 1967, page 488) which fixes the production refunds for maize groats and meal and broken rice used in brewing (*Journal Officiel* No. L106 dated May 7, 1968).

Regulation (CEE) No. 580/68 modifies from May 11, 1968, the levies applicable to imports of processed products with a cereal or rice base (*Journal Officiel* No. L110 dated May 11, 1968).

The French texts of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

(EEC, *continued on next page*)

EEC, *continued*

Common organization of the market for sugar

SINCE JULY 1, 1967 there has existed within the European Economic Community an interim common organization of the market for sugar. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the Board of Trade Journal as they have appeared in the *Journal Officiel des Communautés Européennes*. Details of the final common organization of the market for sugar, as from July 1, 1968 have also been published. These details will continue to be published in the *Board of Trade Journal* as they become available.

The *Journal Officiel des Communautés Européennes* No. L108 dated May 9, 1968 contains the text of the following Regulation.

Regulation (CEE) No. 574/68 modifies Regulation 235/67/CEE which concerns the denaturing of sugar to be used as animal feed (see *Board of Trade Journal* dated September 29, 1967, page 793) in so far as it concerns the denaturing of sugar in Italy.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for oils and fats

THE TEXT of the following Regulation which affects trade in the oils and fats sector in the EEC has been published in the *Journal Officiel des Communautés Européennes* No. L106 dated May 7, 1968.

Regulation (CEE) No. 560/68 fixes the export refunds for oil seeds as from May 7, 1968.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for poultry and poultry meat

SINCE JULY 1, 1967 there has existed within the European Economic Community a common organization of the market for poultry and poultry meat. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available.

The *Journal Officiel* No. L107 dated May 8, 1968 contains the text of the following Regulation.

Regulation (CEE) No. 565/68 relates to the non-fixing of a supplementary levy for imports of slaughtered cocks, hens, chickens, ducks and geese coming from Poland.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of the Regulation will be published by HMSO.

Common organization of the market for pigmeat

SINCE JULY 1, 1967 there has existed within the European Economic Community a common organization of the market for pigmeat. Details of the relevant Regulations and Decisions which are of interest to the United Kingdom have been published in the *Board of Trade Journal* as they have appeared in the *Journal Officiel des Communautés Européennes*. These details will continue to be published in the *Board of Trade Journal* as they become available.

The Journal Officiel No. L107 dated May 8, 1968 contains the texts of the following Regulations.

Regulation (CEE) No. 564/68 relates to the non-fixing of a supplementary levy for imports of live and slaughtered pigs coming from Poland.

Regulation (CEE) No. 566/68 modifies Regulation (CEE) No. 222/68 (see *Board of Trade Journal* dated March 15, 1968, page 871) in so far as it concerns the refund applicable to exports of certain products in the pigmeat sector.

Regulation (CEE) No. 567/68 modifies the supplementary levy for imports of certain products in the pigmeat sector.

The French text of the above Regulations may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of these Regulations will be published by HMSO.

Common organization of the market for milk and milk products

THE *Board of Trade Journal* dated May 17, 1968 (page 1542) contained an announcement about the common organization of the market for milk and milk products.

The texts of the following Decisions which also affect trade in this sector have been published in the *Journal Officiel des Communautés Européennes* No. 110 dated May 11, 1968.

Decision 68/214/CEE fixes the free at frontier price for intra-community trade in the milk and milk products sector as from May 6, 1968.

Decision 68/215/CEE fixes the free at frontier price for trade with third countries in the milk and milk product sector as from May 6, 1968.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Sanitary measures for intra-community trade in fresh meat, pigs and cattle

THE *Journal Officiel des Communautés Européennes* No. C45 dated May 10, 1968 contains the text of two proposed directives which the commission have submitted to the council of the European Economic Community for approval concerning sanitary measures relating to trade in fresh meat, pigs and cattle.

The first proposed directive modifies the directive of June 26, 1964 relative to sanitary problems in matters of intracommunity trade in fresh meat; the second modifies the directive of June 26, 1964 relative to problems of sanitary officials in matters of intra-community trade in cattle and pigs.

The French texts of the above proposed directives may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of the directives when finally approved may differ from the proposed texts referred to above.

Harmonization of customs legislation in the EEC

THE *Journal Officiel des Communautés Européennes* No. C44 dated May 9, 1968 contains the texts of a number of draft directives and regulations which have been submitted to the council for approval. These draft directives and regulations concern the harmonization of customs legislation and are as follows:

1. Proposed directive concerning the harmonization of legislative, statutory and administrative arrangements relative to customs warehouses.
2. Proposed directive concerning the harmonization of legislative, statutory and administrative arrangements relative to carrying over payment of customs duties, taxes having equivalent effect and agricultural levies.
3. Proposed directive concerning the harmonization of legislative, statutory and administrative arrangements relating to:
   (a) customs control on goods coming into the customs territory of the community.
   (b) provisional warehousing system.
4. Proposed regulation relating to the customs valuation of goods.
5. Proposed directive concerning the harmonization of legislative, statutory and administrative arrangements concerning the inward processing traffic system.

6. Draft decision setting up a committee for inward processing traffic.
7. Proposed Regulation concerning community transit of goods.
8. Proposed directive concerning the harmonization of legislative, statutory and administrative arrangements concerning the free zone system.

If these proposed directives, decisions and regulations are adopted in their present form the Member States will be required to take the necessary steps to implement them by July 1, 1968.

The French texts may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the texts of these proposed directive, decisions and regulations when finally approved, may differ from the draft texts referred to above.

Trade in processed products with a fruit and vegetable base

THE *Board of Trade Journal* dated July 28, 1967 (page 231) contained an announcement about a transitional system of trade for processed products with a fruit and vegetable base, as set up by Regulation 220/67/CEE. This system of trade was extended until June 30, 1968 by Regulation No. 789/67/CEE (see *Board of Trade Journal dated* November 17, 1967, page 1284). The *Journal Officiel des Communautés Européennes* No. C45 dated May 10, 1968 now contains the text of a proposed regulation which the commission of the EEC have submitted to the council for approval, setting up the final system of trade for these products as from July 1, 1968. When approved this regulation will affect the following products:

Common Tariff No.	Description
(a) ex 07.02	Vegetables and edible plants, whether or not cooked, preserved by freezing, excluding olives.
ex 07.03	Vegetables and edible plants, provisionally preserved in brine, in sulphur water or in other preservative solutions but not specially prepared for immediate consumption, excluding olives.
ex 07.04	Vegetables and edible plants, dried, dehydrated or evaporated, whether or not cut, sliced, broken or in powder, but not further prepared, excluding olives.
08.10	Fruit, whether or not cooked, preserved by freezing, not containing added sugar.
08.11	Fruit provisionally preserved (for example in sulphur gas), brine, sulphur water or other substances used for provisional conservation), but unsuitable for immediate consumption.
08.12	Fruit, dried (other than that falling within heading nos. 08.01 to 08.05 inclusive).
08.13	Peel of melons and citrus fruit, fresh, frozen, dried, or in brine or sulphur water or other substance used for provisional conservation.
13.03 B	Pectinate substances.
ex 20.01	Vegetables, edible plants and fruits, prepared or preserved by vinegar or acetic acid, with or without salt, spices or mustard, not containing added sugar.
ex 20.02	Vegetables and edible plats prepared or preserved otherwise than by vinegar or acetic acid and not containing added sugar.
ex 20.05	Jams, fruit jellies, marmalades, fruit purée and fruit pastes being cooked preparations, not containing added sugar.
ex 20.06	Fruit otherwise prepared or preserved whether or not containing added spirit and not containing added sugar.
ex 20.07	Fruit juices (excluding grape juice and must) and vegetable juices, unfermented and not containing added sugar or spirit.
(b) ex 20.01	Vegetables, edible plants and fruits, prepared or preserved by vinegar or acetic acid, with or without salt, spices, or mustard, containing added sugar.
ex 20.02	Vegetables and edible plants, prepared or preserved otherwise than by vinegar or acetic acid, containing added sugar.
(c) 20.03	Fruits preserved by freezing, containing added sugar.
ex 20.04	Fruit, fruit peel, plants and parts of plants, preserved by sugar (drained, glacé or crystallized) excluding ginger.
ex 20.05	Jams, fruit jellies, marmalades, fruit purée and fruit pastes, being cooked preparations, containing added sugar.
ex 20.06	Fruit otherwise prepared or preserved whether or not containing added spirit and containing added sugar, excluding ginger.
ex 20.07	Fruit juices (including grape must and juice) and vegetable juices containing added sugar, but unfermented and not containing spirit.

The French text of this proposed regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulation when finally approved may differ from the draft text referred to above.

(EEC, *continued on next page*)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

HULL to . . .
CYPRUS
DENMARK
FRANCE (Marseilles)
GIBRALTAR
GREECE
ISRAEL
ITALY
MALTA
NORWAY
PORTUGAL
SWEDEN
TURKEY

LONDON to . . .
BELGIUM
DENMARK
EAST NORWAY
EAST SWEDEN

GOOLE to . . .
DENMARK

GRIMSBY to . . .
EAST NORWAY

FELIXSTOWE to . . .
EAST NORWAY

Also Agents for Services from HULL to . . .

BELGIUM HOLLAND POLAND

We can also undertake a complete export service spanning road haulage, export documentation (customs entries, Bills of Lading etc.)

A feature of our service is the prompt issue of Bills of Lading.

For further details write or telephone:

ELLERMAN'S WILSON LINE LIMITED,

COMMERCIAL ROAD, HULL. Tel: 26081 Telex 52277/8

London Agents: The United Shipping Co. Ltd., Mariner House, Pepys Street, E.C.3.

Telephone: ROYal 3141 Telex 2-8232

EEC, *continued*

Tariffs in the European Economic Community

THE *Journal Officiel des Communautés Européennes* No. L110 dated May 11, 1968 contains the text of Decision No. 68/212/CEE which authorizes Germany to postpone raising its national tariff to that of the Common Customs Tariff in respect of the import of 21,000 tonnes of unwrought aluminium (tariff heading no. ex 76.01A). This amends a similar Decision for 1967 and allows Germany to import up to 21,000 tonnes of crude aluminium at a reduced rate of duty during 1968. For the period January 1, 1968 to June 30, 1968 these imports will be subject to a 2 per cent rate of duty and from July 1, 1968 to December 31, 1968, subject to a 3 per cent rate of duty.

The French text of the above Decision may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel 01-248 5757, Ext. 423).

Trade in the agricultural products as listed in Annex II to the Treaty of Rome

THE *Journal Officiel des Communautés Européennes* No. C44 dated May 9, 1968 contains the text of a proposed regulation which the Commission have submitted to the council of the European Economic Communities for approval, concerning certain agricultural products, coming under Annex II to the Treaty of Rome, which will not be covered by any of the specific common market organization arrangements at present in force or those yet to be adopted. This draft Regulation, which sets up a common market organization from July 1, 1968, will apply to the remaining Annex II products which include among other things live horses and asses, horsemeat, pure-bread animals for breeding (bullocks, pigs, sheep, goats), natural honey, dried leguminous vegetables, sugarbeet for fodder, fodder roots and green fodder; coffee, tea, cocoa, spices, tropical fruits and nuts, straw and bran; seed and fruit for sowing; meat extracts and juices; cider, cork; waste products of sugar manufacture, brewing and starch manufacture.

Further details and the French text of the above proposed regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). It should be noted that the text of the Regulation when finally approved may differ from the proposed Regulation referred to above.

PORTUGAL

Amendments to customs tariff

THE Portuguese *Diario do Governo*, First Series No. 57, of March 7, 1968, publishes Decree Laws No. 48267 and 48268 which introduce the following footnotes to the import tariff:

15.07.11
Note:

The oils falling within the above sub-heading, when imported by Portuguese manufacturers of synthetic resins using the said oils exclusively in that industry, shall be liable to rates of 2 per cent and 1 per cent under the maximum and minimum tariffs respectively, subject to approval by the Inspectorate-General of Agricultural and Industrial Products. Importers shall list in a special register the quantities imported and make available for Customs inspection all details necessary to ascertain the use made of such oil and to check stocks. The diverting of products to uses other than herein specified shall be considered as evasion of the import duty imposed under this sub-heading.

15.07.14
Note:

The oils falling within the above sub-heading, when imported by Portuguese manufacturers of synthetic resins using the said oils exclusively in that industry, shall be liable to rates of 2 per cent and 1 per cent under the maximum and the minimum tariffs respectively, subject to approval by the Inspector-General of Agricultural and Industrial Products. Importers shall list in a special register the quantities imported and shall make available for Customs inspection all details necessary to ascertain the use made of such oils and to check stocks. The diverting of products to uses other than herein specified shall be considered as evasion of the import duty imposed under this sub-heading.

29.01.05
Note:

The products specified under this sub-heading shall be subject to a rate of 2 per cent under the minimum tariff when imported by Portuguese manufacturers of synthetic resins employing them exclusively in their production process. The application of this rate shall be subject furthermore to the provision of information by the Inspectorate-General of Agricultural and Industrial Products to the effect that the said goods are not produced economically in Portugal. Manufacturers shall list in a special register the quantities imported and shall make available for Customs inspection all details necessary to ascertain the use made thereof and to check stocks. Any use made of those goods for purposes other than herein specified shall be considered as evasion of the respective import duty.

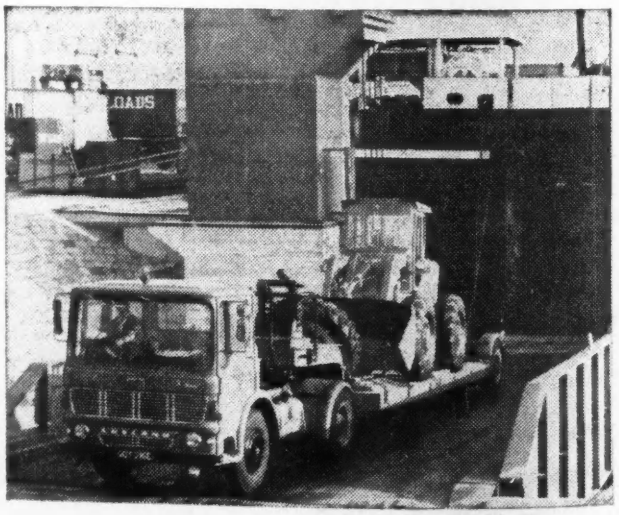
29.06.04
Note:

The products specified under this sub-heading shall be subject to a rate of 2 per cent under the minimum tariff when imported by Portuguese manufacturers of synthetic resins employing them exclusively in their production process. The application of this rate shall be subject furthermore to the provision of information by the Inspectorate-General of Agricultural and Industrial Products to the effect that the said goods are not produced economically in Portugal. Manufacturers shall list in a special register quantities imported and shall make available for Customs inspection all details necessary to ascertain the use made thereof and to check stocks. Any use of those goods for purposes other than herein specified shall be considered as evasion of the respective import duty.

Decree Law No. 48268 provides that the tariff rates resulting from these changes in respect of 29.01.05 and 29.06.04 are to be considered as basic duties replacing those laid down under Decree Law No. 43295 of November 5, 1960.

Hydro-carbons falling within sub-heading 29.01.05 and conforming to the conditions set forth in the note to that sub-heading shall be added to the duty-free list annexed to Decree Law No. 47958 of September 25, 1967, details of which were published in the *Board of Trade Journal* on January 26, 1968. Products falling within sub-heading 29.06.04 continue to be included in this list.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 and 462).



At the start of an intensive sales tour of Holland, Belgium and Switzerland, this Aveling-Barford Tractor Shovel Demonstration Unit leaves the roll-on, roll-off ferry 'Europic' at Rotterdam, having made the overnight crossing from Felixstowe. Visiting quarry, earth-moving and construction sites in each of the countries concerned, the Aveling-Barford Unit will demonstrate in direct competition with the Continental and Europe-made American shovels that currently dominate this fiercely competitive market.

Further translations of EEC regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Details of translations of the Regulations fixing the levies applicable to cereals and wheat or rye flour, groats and meal, the premiums to be added to levies on cereals and malt, and the corrective amount applicable to the refund on cereals, all of which are issued daily by the EEC, will no longer be published in the *Board of Trade Journal*. Readers are, however, reminded that details of the current rates for these levies, premiums and corrective amounts may be obtained on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Regulation	Description	Price
473/67	On import and export certificates for cereals, processed products based on cereals, rice, broken rice and processed products based on rice	1s. 6d. (1s. 9d.)
569/67	Fixing the refunds for cereals and for certain categories of wheat or rye flour, groats and meal	10d. (1s. 1d.)
570/67	Altering the levies applicable to rice and broken rice	8d. (11d.)
574/67	Fixing the levies in the olive oil sector	8d. (11d.)
579/67	Fixing a compensatory amount to be applied to imports of sunflower oils originating in or coming from Bulgaria, Rumania and the USSR	8d. (11d.)
615/67	Fixing a supplement for certain pigmeat products	8d. (11d.)
632/67	On transitional measures in connection with broken rice	8d. (11d.)
767/67	Amending Regulation No. 142/67 on refunds for exports of colza, rape and sunflower seeds	8d. (11d.)
768/67	Fixing the export refunds in the eggs sector for the period beginning on November 1, 1967	10d. (1s. 1d.)
769/67	Fixing the export refunds in the poultry meat sector for the period beginning November 1, 1967	8d. (11d.)
772/67	Fixing the additional amount for certain parts of poultry	8d. (11d.)
776/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
777/67	Fixing the basic price and standard quality for slaughtered pigmeat, operative for the period from November 1, 1967 to June 30, 1968	8d. (11d.)
789/67	Instituting a system of trade in processed products derived from fruit and vegetables, containing added sugar	1s. 6d. (1s. 9d.)
790/67	On a system of trade in processed products derived from fruit and vegetables containing added sugar, originating in the Associated African and Malagasy States or in Overseas Territories	8d. (11d.)
792/67	Fixing refunds on processed products based on cereals and rice, including compound feeding stuffs	1s. 6d. (1s. 9d.)
812/67	Fixing the amount of the subsidy in the oil seeds sector	8d. (11d.)
827/67	Fixing the premiums to be added to the levies on rice and brokens	8d. (11d.)
829/67	Fixing the corrective amount applicable to the refund on rice brokens	8d. (11d.)
861/67	Fixing the corrective amount applicable to the refund on rice and brokens	8d. (11d.)
863/67	Altering the levies applicable to imports of processed products based on cereals	8d. (11d.)

FRANCE

Transport of perishable foodstuffs

THE BRITISH EMBASSY at Paris has been informed that, pending the agreement and promulgation of international regulations for the transport of perishable foodstuffs conveyed under controlled temperature, the French Government considers it necessary to apply the existing French regulations to foreign equipment used for the transport, by rail or road, of these foodstuffs for their delivery in France (the transport of these foodstuffs through France is not included). The measures set out in these regulations will come into force from July 1, 1968.

A notice will be published at a later date, giving details of the procedures required for shipment into France when arrangements for the temporary certification of United Kingdom equipment have been completed.

Inquiries concerning this notice may be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

SWITZERLAND

Imports of fresh, chilled or frozen meat and meat products of ruminants and pigs

THE SWISS AUTHORITIES have removed the prohibition on imports of fresh, chilled or frozen meat and meat products derived from animals originating from and slaughtered in the following counties:

Cornwall, Devon, Somerset, Wiltshire, Hampshire, Dorset, Sussex, Kent, Surrey, Berkshire, Oxfordshire, Buckinghamshire, Bedfordshire, Hertfordshire, Suffolk, Essex, Huntingdonshire, Cambridgeshire, Norfolk, and Greater London.

Meat and meat products from the above counties will be admitted under the same arrangements as were in force before the outbreak of foot-and-mouth disease commenced last October. Details of these arrangements may be obtained on application to the Ministry of Agriculture, Fisheries and Food, Animal Health Division (Export Section), Government Buildings, Hook Rise, South Tolworth, Surbiton, Surrey (Tel. 01-337 6611).

NORWAY

Temporary exemptions from import duty

THE NORWEGIAN authorities have announced that, with effect from July 1, 1968, yarn of artificial textile fibres (continuous) falling under the Norwegian tariff sub-headings 51.01B and 51.03B will be temporarily exempt from import duty. The existing import duty is 2.00 Norwegian kroner per kg. for yarns not exceeding 60 denier in thickness and 4.00 kroner per kg. for other yarns.

Inquiries about this notice should be addressed to Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Exts. 458, 459 and 461).

CYPRUS

Certificates of Origin and Consignment

THE *Board of Trade Journal* of February 9 (page 440) stated that the old forms would continue to be accepted concurrently with the new forms until further notice. The Board of Trade has now heard from the British High Commission in Nicosia that the use of the new forms will be mandatory with effect from July 1.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext 2642),

IRAN

Import regulations

THE CENTRAL BANK of Iran has announced that it is no longer necessary to obtain the prior approval of the Ministry of Economy for the import of detachable parts of motor cycles falling under Customs Tariff No. 896 except for the following items:

Motor-cycle body
Motor-cycle petrol tank
Tool box

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

MALAWI

Suspension of duties

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations, 1968, published in Malawi as Government Notice No. 38 on March 1, amends, with effect from August 1, 1967, the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

1 BTN No.	2 Nomenclature	3	4 Effective Rates	5 Effective Rates	6 Effective Rates
Ex 37.05.99	By the addition of the following: Plates and film for the production in industry of printing media	—	Free	Free	Free

(Britain pays Column 6 rate of duty.)

Fly your freight FAR better by

SABENA

BIG DOOR 707 JET FREIGHTER

TO AFRICA

JOHANNESBURG - NAIROBI - ENTEBBE
DAR ES SALAAM - FROM BRUSSELS

OTHER SABENA CARGO SERVICES
TO LAGOS - KANO - ABIDJAN - NIAMEY
KIGALI - KINSHASA - BUJUMBURA

Consult your CARGO AGENT or

SABENA BELGIAN World AIRLINES

LONDON Skyport 7290/1 MANCHESTER Mercury 1542
BIRMINGHAM 643 6105 GLASGOW 248 6018/9
DUBLIN 773440

SABENA IS A MEMBER OF IATA

During a recent visit to Tangier, HE the Ambassador to Morocco Mr. L. G. Holliday, together with HM Consul General at Tangier, visited a local textile mill, Monia Textiles SA. This mill is now producing, under licence from Perrotts of London, about 6,000 metres per week of first class wool and Terylene materials for men's suiting. Their machinery is mainly British and all their raw materials are imported from the United Kingdom (Websters, James Hill, Parkinsons and ICI). The picture shows from left to right: Mr. Ben Chacrun Junior, manager; Mr. W. A. T. Pulleyblank, Commercial Officer; Mr. R. W. Ford, HM Consul General; Mr. L. G. Holliday, HM Ambassador and Mr. Ben Chacrun, managing director.

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R747, published in the Republic of South Africa Government *Gazette* of May 3, amends the Republic's customs tariff as follows:

Tariff Heading	Statistical Unit	Rate of Duty		
		General	MFN	Preferential
85.15 By the substitution for sub-headings Nos. 85.15.60, 85.15.65 and 85.15.70 of the following:				
85.15.50 Other domestic radio receiving sets:				
.10 of a f.o.b. price not exceeding R.14 each	No.	40%	30%	20% (UK)
.90 Other	No.	30% or 600c. each	15%	5% (UK)
85.15.55 Motor car radio receiving sets	No.	30% or 600c. each	15%	5% (UK)
85.15.60 Cabinets for radio sets which do not incorporate gramophones	No.	25%		15% (UK)
85.15.70 Cabinets for portable radio sets which incorporate gramophones	No.	25%		

Note: The duty on certain radio receiving sets and cabinets is increased.

WE PUBLISH ANNUALLY
a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

WHO'S WHO IN ISRAEL
Published bi-annually (English) 1966/67 editions. Available now from stock.
Contents;
1. About 3,000 short biographies of personalities.
2. Government offices & their top officials.
3. Surveys of institutes & Enterprises etc. in Israel.
More than 900 pp. Price: £6 = $15.

We can also handle your Overseas Advertising in 137 countries through our 80 agents. Write for details.

PUBLISHING & DISTRIBUTING CO. LTD.,
177 REGENT STREET, W.1
Tel.: REGent 6534/5

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice, 1968 (No. 5), published as Rhodesia Notice No. 367 of 1968 on May 10, amends the Rhodesia Customs Tariff. The item affected and the new rates of duty is as follows:

Tariff Item No.	Item	Duty
290	Engravings and photographs, not being labels or advertisements elsewhere enumerated:	
	(a) Lithographic positives and negatives . . *ad val.*	20%
	(b) Other	Free

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

TANZANIA

Import licensing regulation

GENERAL NOTICE No. 785 published in the United Republic of Tanzania *Official Gazette*, adds, with effect from April 30, the following item to the Open General Licence Schedule of Goods including those of United Kingdom origin, for which specific import licences are required (published in the *Board of Trade Journal* dated December 12, 1967, page 1620):

Column 1 – Code	Column 2 – Goods
612 3 0 1	Uppers of leather, complete or semi-manufactured.

Notes for the guidance of importers:

All applications for the import of the goods specified in the schedule hereto shall be submitted to the Tanzania Shoe Company Limited, PO Box 42, Dar es Salaam, and not direct to the office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

Mineral insulated thermocouples manufactured by British Insulated Callender's Cables Ltd, and used for temperature measurement purposes being laid in the core of Japan's first nuclear power station at Tokai-Mura, north-east of Tokyo,

CEYLON

Tariff amendments

THE CEYLON GOVERNMENT *Gazette Extraordinary*, dated April 29, 1968, contains an order made by the Minister of Finance announcing changes in the rate of import duty on the items listed below.

The new duties, which became effective as from midnight of April 29/30, 1968, are as follows:

Article	Preferential Rate *Ad val.* Rs. c.	General Rate *Ad val.* Rs. c.
Motor vehicles, tram cars and spare parts and accessories:		
Motor vehicles:		
Motorcars and motor station wagons, including engines and chassis therefor:		
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation do not exceed Rs. 7,500	40%	50%
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 7,500 but do not exceed Rs. 10,000	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 10,000 but do not exceed Rs. 12,500	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 2,500 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 12,500 but do not exceed Rs. 15,625	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 plus 390% of the next Rs. 3,125 or part thereof.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 2,500 plus 400% of the next Rs. 3,125 or part thereof.
Where the cost, insurance, freight and other charges in respect of any vehicle of the same make and model, up to the point of arrival in the port of importation exceed Rs. 15,625	40% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 90% of the next Rs. 2,500 plus 190% of the next Rs. 2,500 plus 390% of the next Rs. 3,125 plus 590% of any sum in excess of Rs. 15,625.	50% of the first Rs. 7,500 of the cost, insurance, freight and other charges plus 100% of the next Rs. 2,500 plus 200% of the next Rs. 2,500 plus 400% of the next Rs. 3,125 plus 600% of any sum in excess of Rs. 15,625.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471/2/3).

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS
are on sale at
Hong Kong Government Office,
54, Pall Mall, London, S.W.1.

AUSTRALIA

Details of tariff changes

DETAILS ARE GIVEN below of the changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on April 4, 1968. Deletions from and additions to the customs tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
24.02	Manufactured tobacco; tobacco extracts and essences:				
	New sub-items:				
24.02.4	*Homogenized or reconstituted tobacco, in sheet, strip or similar forms:*				
24.02.41	*For use, by a person who is a manufacturer for the purposes of the* Excise Act 1901-1966, *in the manufacture of tobacco (other than cigarettes, snuff) or fine cut tobacco suitable for the manufacture of cigarettes):*				
24.02.411	*For use, by a person who is a manufacturer for the purposes of the* Excise Act 1901-1966 *and also the holder of a certificate issued by the Minister for the purposes of this sub-paragraph, in the manufacture of tobacco that will contain Australian-grown tobacco leaf, as prescribed by by-law*	No change (Under item 24.01.110)		$0·50 per lb.	$0·50 per lb.
24.02.419	Other	No change (Under item 24.01.190)		$0·65 per lb.	$0·65 per lb.
24.02.42	*For use, by a person who is a manufacturer for the purposes of the* Excise Act 1901-1966, *in the manufacture of cigarettes or fine cut tobacco suitable for the manufacture of cigarettes:*				
24.02.421	*For use, by a person who is a manufacturer for the purposes of the* Excise Act 1901-1966 *and also the holder of a certificate issued by the Minister for the purposes of this sub-paragraph, in the manufacture of cigarettes, or of fine cut tobacco suitable for the manufacture of cigarettes, being cigarettes or fine cut tobacco that will contain Australian-grown tobacco leaf, as prescribed by by-law:*	No change (Under item 24.01.210)		$0·716 per lb.	$0·716 per lb.
24.02.429	*Other*	No change (Under item 24.01.290)		$0·86 per lb.	$0·86 per lb.
24.02.430	*For use, by a person who is a manufacturer for the purposes of the* Excise Act 1901-1966, *in the manufacture of cigars, cigarillos or cheroots*	No change (Under item 24.01.300)		$0·25 per lb.	$0·25 per lb.
24.02.490	*Other*	No change (Under item 24.01.900)		$1·20 per lb.	$1·20 per lb.
29.25	Amide-function compounds:				
29.25.200	[Urea]	7½%	Free	No change (Under new item 29.25.900)	
29.25.900	[Other]	7½%	Free	No change (Under new item 29.25.900)	
29.25.200	No sub-item.				
29.25.900	*Other*	No change (Under former items 29.25.200; 900)		7½%	Free
31.02	Mineral or chemical fertilizers, nitrogenous:				
31.02.100	[Ammonium sulphate	7½%	Free	No change (Under new item 31.02.100)	
31.02.200	Ammonium nitrate containing, when in a dry anhydrous state, more than 33·25% by weight of nitrogen].	7½%	Free		
31.02.100	*Ammonium sulphate; ammonium nitrate containing, when in a dry anhydrous state, more than 33·25% by weight, of nitrogen*	No change (Under former items 31.02.100; 200)		7½%	Free
41.03	Sheep and lamb skin leather, other than leather falling within item 41.06, 41.07 or 41.08:				
41.03.1	[Crust or rough tanned:				
41.03.110	Persian sheep and lamb skin leather; skivers	Free	Free	No change (Under new item 41.03.100)	
41.03.190	Other	22½%	10%	No change (Under new item 41.03.900)	
41.03.900	Other]	22½%	10%	No change (Under new item 41.03.900)	
41.03.100	*Crust or rough tanned persian sheep and lamb skin leather; crust or rough tanned skivers*	No change (Under former item 41.03.110)		Free	Free
41.03.900	*Other*	No change (Under former items 41.03.190; 900)		22½%	10%
42.03	Articles of apparel and clothing accessories, of leather or of composition leather:				
42.03.1	Gloves, mittens and mitts:				
42.03.120	[Baseball gloves; softball gloves	55%	17½% Primage 5%	No change (Under new item 42.03.191)	
42.03.19	Other:				
42.03.191	Of a kind worn solely or principally for sporting purposes]	55%	17½% Primage 5%	No change (Under new item 42.03.191)	
42.03.120	*No sub-item.*				
42.03.19	*Other:*				
42.03.191	*Of a kind worn solely or principally for sporting purposes*	No change (Under former items 42.03.120; 191)		55%	17½% Primage 5%
44.20	Wooden picture frames, photograph frames, mirror frames and the like	57½% Primage 10%	30% Primage 5%	30%	20%
44.21	Complete wooden packing cases, boxes, crates, drums and similar packings imported assembled, unassembled or partly assembled	47½%	22½%	30%	20%
44.22	Casks, barrels, vats, tubs, buckets and other coopers' products and parts therefor, of wood, other than staves falling within item 44.08:				
44.22.100	Casks, barrels and vats, unassembled or disassembled	$1·55 each Primage 10%	$1·09 each Primage 5%	30%	22½%
44.22.900	Other	57½% Primage 10%	32½% Primage 5%	30%	20%
44.23	Builders' carpentry and joinery (including prefabricated and sectional buildings and assembled parquet flooring panels):				
44.23.100	[Doors not incorporating locks, hinges or similar fittings	$1 each, or, if higher, $0·05 per sup ft. Primage 10%	$0·60 each, or, if higher, $0·025 per sup ft. Primage 5%	30% (Under new item 44.23.100)	20%
44.23.900	Other]	47½% Primage 10%	22½% Primage 5%	30% (Under new item 44.23.100) 45% (Under new item 44.23.200) 30%	20% 35% 20%
44.23.100	*Builders' carpentry and joinery including prefabricated and sectional buildings*	$1 each, or if higher, $0·05 per sup ft. Primage 10% (Under former item 44.23.100)	$0·60 each, or, if higher, $0·025 per sup ft. Primage 5%		
		47½% Primage 10% (Under former item 44.23.900)	22½% Primage 5%		

(*Continued on page* 1623)

Your air cargo goes direct to the Far East & Australia with Qantas from London

Stopovers are for people

Air Cargo that goes with Qantas stays with Qantas. There's no transhipment. Your cargo gets there faster, safer, any day of the week.

In the air, Qantas V-Jets speed it straight to the Far East and Australia. There it connects with services to New Zealand and the Pacific. So send your air cargo with Qantas. Where all unnecessary stops are out.

Every day of the week, Qantas V-Jets fly cargo direct to the Far East and Australia from London. Ask your Cargo Agent for details or 'phone Qantas.

QANTAS
AIR CARGO

QANTAS, with AIR INDIA and BOAC

A208

containerisation to Australia ACT now

In 1969 ACT will bring the container revolution to the Australian run. They will take care of everything—all documentation, customs clearance, insurance, road/rail/sea transportation. Container packing and goods packaging advice free. Safe, speedy, economical delivery guaranteed from your door to your customer's. And a regular weekly sailing. For more information, read on.

80% of the world's cargo will be containerised by early 1980's. That's what one leading firm of consultants has estimated. ACT have anticipated the trend: ships, sea terminals and depots are already under construction. Tilbury Docks, London, will be the leading ocean container port in Britain—and as advanced as any port in the world.

How will ACT operate?
ACT—comprising Ben Line, Blue Star Line, Cunard, Ellermans and Harrison Line—is a new multi-million pound operation specialising in container cargo handling. Its weekly container service between London and Australia in 1969 results from a joint ship schedule with O.C.L.
The big advantage for the exporter is that all he need do is contact ACT once—and leave the rest to them. All his documentation is done by ACT on one Through Bill of Lading; economical door-to-door cargo delivery is guaranteed.

How speedy?
By conventional methods average door-to-door delivery time from the U.K. to Australia is fifty days. By ACT, two weeks less!

Apart from the speed, what other advantages does ACT offer?
Quite a few. Your goods can be loaded and sealed on your premises or at a nearby containerbase—no costly export packing or delays.
The container is then transferred directly to a ship, still sealed—no pilferage, no possibility of goods going astray. Handling is substantially reduced, so the chance—and cost—of damage is greatly reduced. Refrigerated containers, closely temperature-controlled at all times, are available.

Teams of advisers available free.
They can not only tell you how best to pack the containers, but also advise you, if you wish, on the most suitable form of packaging for your particular product. Great savings can be made by the use of lighter packaging and the ability to exploit the container cubic capacity to the full.
And if you want free cost-comparisons between containerised and conventional cargo, just ask. ACT specialists can give you a quotation which will cover the complete transit from door to door. The ACT advisory service is also available, if required, to your consignees.

Computer techniques.
All cargo and container information will be processed by computer, up-dated every 24 hours, maintaining a continuous record of exactly where every shipment is at a given time.

Strategically placed Containerbases.
ACT aim to bring the port, or collection point, as close to you as possible. Inland Containerbases are being set up. These will be around the periphery of London and initially at Birmingham, Liverpool, Leeds, Manchester and Glasgow. Full customs facilities will be available.
Small quantities of goods can be collected from your factory and packed with other part-loads, by ACT experts, to make up a container.

This brochure tells all. Send for your copy today

Associated Container Transportation Ltd

14, Fenchurch Avenue, London, EC3. Tel: 01-481 8361
Telegraphic Address: Linercon, London, EC3

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
44.23.200	*Assembled parquet flooring panels*	47½% Primage 10%	22½% Primage 5%	45%	35%
44.24	Household utensils of wood:	(Under former item 44.23.900)			
44.24.100	[Spoons and forks	27½% Primage 10% $0·20 per gross	5% Primage 10% $0·125 per gross	45% (Under new item 44.24.900)	35% No change (Under new item 44.24.100)
44.24.200	Clothes pegs				
44.24.900	Other]	47½%	22½%	45% (Under new item 44.24.900)	35% $0·20 per gross $0·125 per gross
44.24.100	*Clothes pegs*	No change (Under former item 44.24.200)			
44.24.900	*Other*	27½% Primage 10% (Under former item 44.24.100) 47½% (Under former item 44.24.900)	5% Primage 10% 22½%	45%	35%
44.25	Wooden tools, tool bodies, tool handles, broom and brush bodies and handles; boot and shoe lasts and trees, of wood:				
44.25.1	[Tool bodies:				
44.25.110	For planes	7½%	Free	30% (Under new item 44.25.900)	20% (Under new item 44.25.900)
44.25.190	Other	47½% Primage 10%	22½% Primage 5%		
44.25.2	Tool handles:				
44.25.210	For non-mechanical saws	47½%	22½%		
44.25.290	Other	40% Primage 10%	20% Primage 5%		
44.25.3	Boot and shoe lasts and trees:				
44.25.310	Last blocks, rough sawn or rough turned	Free	Free	30% (Under new item 44.25.100)	30%
44.25.390	Other	37½% Primage 10%	17½% Primage 5%	30% (Under new item 44.25.900)	20%
44.25.900	Other]	47½%	22½%	30% (Under new item 44.25.900)	20%
44.25.100	*Last blocks, rough sawn or rough turned*	Free (Under former item 44.25.310)	Free	30%	30%
44.25.900	*Other*	Various (Under former items 44.25.110; 190; 210; 290; 390; 900)		30%	20%
44.26	Spools, cops, bobbins, sewing thread reels and the like, of turned wood	47½%	22½%	45%	35%
44.27	Standard lamps, table lamps and other lighting fittings of wood; articles of furniture, of wood, not falling within an item in Chapter 94; caskets, cigarette boxes, trays, fruit bowls, ornaments and other fancy articles, of wood; cases for cutlery, for drawing instruments or for violins, and similar receptacles, of wood; articles of wood for personal use or adornment, of a kind normally carried in the pocket, in the handbag or on the person; parts of the foregoing articles, of wood:				
44.27.1	[Artificial flowers, foliage or fruit; statuary figures; figures of a kind ordinarily used as ornaments in the household:				
44.27.110	Artificial flowers, foliage or fruit	7½%	Free	30% (Under new item 44.27.100)	20% (Under new item 44.27.100)
44.27.190	Other	32½% Primage 10%	12½% Primage 5%		
44.27.200	Smoking requisites; snuff boxes	35%	20%		
44.27.3	Bags, boxes, cases, caskets, wallets and similar containers, not falling within sub-item 44.27.2; articles of furniture except lampware:				
44.27.310	Gun, revolver and pistol cases	27½%	12½%	30% (Under new item 44.27.100)	20% (Under new item 44.27.100)
44.27.320	Pen and pencil boxes and cases for school use	30% Primage 10%	10% Primage 5%	45% (Under new item 44.27.900)	35% (Under new item 44.27.900)
44.27.330	Cabinets and trays for storing microscope slides	7½%	Free	30% (Under new item 44.27.100)	20% (Under new item 44.27.100)
44.27.390	Other	45%	17½%	30% (Under new item 44.27.100) 45% (Under new item 44.27.900)	20% (Under new item 44.27.100) 35% (Under new item 44.27.900)
44.27.4	Goods that are entered for home consumption on or before December 31, 1971, as follows: Standard lamps; Table lamps:				
44.27.490	Other	53%	31½%	30% (Under new item 44.27.100)	20% (Under new item 44.27.100)
44.27.900	Other]	45%	27½%	45% (Under new item 44.27.900)	35% (Under new item 44.27.900)
44.27.100	*Standard lamps, table lamps and other lighting fittings; statuary and other ornamental figures; smoking requisites; bags, boxes, cases, caskets, wallets and similar containers, other than:* (a) *Cases and similar receptacles for violins and other musical instruments; and* (b) *Pen or pencil cases.*	Various (Under former items 44.27.110; 190; 200; 310; 330; 390; 490)		30%	20%
44.27.900	*Other*	Various (Under former items 44.27.320; 390; 900)		45%	35%
44.28	Other goods made of wood:				
44.28.100	[Travel goods, tool cases and similar cases	45%	17½%	30% (Under new item 44.28.900)	20% (Under new item 44.28.900)
44.28.200	Oars and sculls	27½% Primage 10%	12½% Primage 5%	30% (Under new item 44.28.200)	20% (Under new item 44.28.200)
44.28.300	Spring rollers for blinds	Free	Free	7½% (Under new item 44.28.100)	7½% (Under new item 44.28.100)
44.28.900	Other]	47½% Primage 10%	22½% Primage 5%	30% (Under new item 44.28.900)	20% (Under new item 44.28.900)
44.28.100	*Spring rollers for blinds*	Free (Under former item 44.28.300)	Free	7½%	7½%
44.28.200	*Oars and sculls*	27½% Primage 10% (Under former item 44.28.200)	12½% Primage 5%	30%	20%
44.28.900	*Other*	45% (Under former item 44.28.100) 47½% Primage 10% (Under former item 44.28.900)	17½% 22½% Primage 5%	30%	20%
55.06	Cotton yarn, put up for retail sale:				
55.06.1	[Sewing cotton:				
55.06.110	Not mercerized	7½%	Free	No change (Under new item 55.06.100)	
55.06.190	Other	27½%	15%	No change (Under new item 55.06.900)	

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
55.06.900	Other]	27½%	15%	No change (Under new item 55.06.900)	
55.06.100	*Sewing cotton, not mercerized*	No change (Under former item 55.06.110)		7½%	Free
55.06.900	*Other*	No change (Under former items 55.06.190; 900)		27½%	15%
57.10	Woven fabrics of jute:				
57.10.100	[Hessians; brattice cloth	Free	Free	No change (Under new item 57.10.190)	
57.10.900	Other:				
57.10.910	Wholly of jute:				
57.10.911	weighing more than 12 ounces per square yard of matt weaves	7½%	Free	No change (Under new item 57.10.110)	
57.10.919	Other	Free	Free	No change (Under new item 57.10.190)	
57.10.990	Other]	45%	35%	No change (Under new item 57.10.900)	
57.10.100	*Hessian; brattice cloth; fabrics wholly of jute:*				
57.10.110	*Fabrics of matt weaves, weighing more than 12 ounces per square yard, but not including hessians or brattice cloth*	No change (Under former item 57.10.911)		7½%	Free
57.10.190	*Other*	No change (Under former items 57.10.100; 919)		Free	Free
57.10.900	*Other*	No change (Under former item 57.10.990)		45%	35%
60.05	Outer garments and other articles, knitted or crocheted, not elastic or rubberized:				
60.05.300	[Face washers	$0·05 per sq. ft.	$0·05 per sq. ft. less 27½%	No change (Under new item 60.05.310)	
60.05.400	Towels, not being face washers:				
60.05.410	Made from fabrics resembling terry towelling or similar terry fabric	55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%	No change (Under new item 60.05.391)	
60.05.490	Other]	55%	17½%	No change (Under new item 60.05.399)	
60.05.300	*Towels:*				
60.05.310	*Face washers*	No change (Under former item 60.05.300)		$0·05 per sq. ft.	$0·05 per sq. ft. less 27½%
60.05.390	*Other:*				
60.05.391	*Of terry towelling or similar terry fabric*	No change (Under former item 60.05.410)		55%; or, if higher, $0·10 per sq. ft., less 55%	17½%; or, if higher, $0·10 per sq. ft., less 92½%
60.05.399	*Other*	No change (Under former item 60.05.490)		55%	17½%
68.04.000	Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing and cutting wheels, heads, discs and points), of natural stone (whether agglomerated or not), of agglomerated natural or artificial abrasives or of pottery, with or without cores, shanks, sockets, axles or the like of other materials but not mounted on frameworks; segments and other finished parts of such stones or wheels, of natural stone (whether agglomerated or not), of agglomerated natural or artificial abrasives or of pottery:				
68.04.100	[Emery stones, oilstones and whetstones	22½%	10%	No change (Under new item 68.04.000)	
68.04.900	Other]	7½%	Free	22½% (Under new item 68.04.000)	10%
68.04.000	*Millstones, grindstones, grinding wheels and the like (including grinding, sharpening, polishing, trueing, and cutting wheels, heads, discs and points), of natural stone (whether agglomerated or not), of agglomerated natural or artificial abrasives or of pottery, with or without cores, shanks, sockets, axles or the like of other materials but not mounted on frameworks; segments and other finished parts of such stones or wheels, of natural stone (whether agglomerated or not), of agglomerated natural or artificial abrasives or of pottery*	22½% (Under former item 68.04.100) 7½% (Under former item 68.04.900)	10% Free	**22½%**	**10%**
70.13	Glassware not falling within item 70.19 of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration, or for similar uses:				
70.13.900	Other:				
70.13.920	[Having a f.o.b. price not exceeding $2 per dozen articles, not being goods falling within paragraph 70.13.910:				
70.13.921	Bowls, butters, comforts, dishes including plates and saucers, flower blocks, goblets, tumblers and other glasses, jugs, measures, mugs, nappies, salads, sundaes, trays including ashtrays and vases, not being articles of cut glass	45%; or, if higher, $0·30 per dozen articles	35%; or, if higher, $0·30 per dozen articles, less 10%	No change (Under new item 70.13.920)	
70.13.929	Other]	45%; or, if higher, $0·30 per dozen articles	35%; or, if higher, $0·30 per dozen articles, less 10%	No change (Under new item 70.13.920)	
70.13.920	*Having a f.o.b. price not exceeding $2 per dozen articles,"not being goods falling within paragraph 70.13.910*	No change (Under former items 70.13.921; 929)		45%; or, if higher, $0·30 per dozen articles	35%; or, if higher, $0·30 per dozen articles, less 10%
70.13.930	[Having a f.o.b. price exceeding $2, and not exceeding $5, per dozen articles, not being goods falling within paragraph 70.13.910:				
70.13.931	Bowls, butters, comforts, dishes including plates and saucers, flower blocks, goblets, tumblers and other glasses, jugs, measures, mugs, nappies, salads, sundaes, trays including ashtrays and vases, not being articles of cut glass	45% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2	35% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2	No change (Under new item 70.13.930)	
70.13.939	Other]	45% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2	35% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2	No change (Under new item 70.13.930)	
70.13.930	*Having a f.o.b. price exceeding $5, and not exceeding $2, per dozen articles, not being goods falling within 70.13.910*	No change (Under former items 70.13.931; 939)		45% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2	35% less 1% for each ten cents by which the f.o.b. price per dozen articles exceeds $2

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
70.13.990	[Other:				
70.13.991	Bowls, butters, comforts, dishes including plates and saucers, flower blocks, goblets, tumblers and other glasses, jugs, measures, mugs, nappies, salads, sundaes, trays including ashtrays and vases, not being articles of cut glass	15%	5%	No change (Under new item 70.13.990)	
70.13.999	Other]	15%	5%	No change (Under new item 70.13.990)	
70.13.990	*Other*	No change (Under former items 70.13.991; 999)		15%	5%
73.31.000	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing-pins, of iron or steel, whether or not with heads of other materials, but not including those with heads of copper:				
73.31.400	[Roofing screw-nails]	32½% Primage 5%	12½%	No change (Under new item 73.32.911)	
73.31.400	*No sub-item*				
73.32.000	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw-hooks and screw rings), of iron or steel; rivets, cotters, cotter pins, washers and spring washers, of iron or steel:				
73.32.900	[Other:				
73.32.910	Screws for wood]	20%	10%	No change (Under new item 73.32.919)	
73.32.910	*Screws for wood:*				
73.32.911	*Roofing screws*	No change (Under former item 73.31.400)		32½% Primage 5%	12½%
73.32.919	*Other*	No change (Under former item 73.32.910)		20%	10%
73.35	Springs and leaves for springs, of iron or steel:				
73.35.200	[No sub-item]				
73.35.900	Other:				
73.35.910	[For vehicles]	37½%	27½%	No change (Under new item 73.35.910)	
73.35.910	*For vehicles other than tractors*	No change (Under former item 73.35.910)		37½%	27½%
73.35.920	*Of a kind used solely or principally with tractors of a kind falling within sub-item* 87.01.300	No change		7½%	Free
74.15.000	Bolts and nuts (including bolt ends and screw studs), whether or not threaded or tapped, and screws (including screw-hooks and screw rings), of copper; rivets, cotters, cotter-pins, washers and spring washers, of copper:				
74.15.900	Other:				
74.15.910	[Screws for wood]	20%	10%	No change (Under new item 74.15.919)	
74.15.910	*Screws for wood:*				
74.15.911	*Roofing screws*	No change (Under former item 73.31.400)		32½% Primage 5%	12½%
74.15.919	*Other*	No change (Under former item 74.15.910)		20%	10%

Special Advisory Authority inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods: Twine, cordage, rope and cable (tariff item 59.04.99).

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
59.04	Twine, cordage, ropes and cables, plaited or not:		
*59.04.1	Tyre cord as used in the manufacture of pneumatic rubber tyres:		
*59.04.110	Of cotton	30% $0·033 per lb. $0·20 per lb., or if higher, 20% and a temporary duty of 10%	12½% $0·033 per lb. $0·175 per lb., and a temporary duty of 10%
*59.04.190	Of other materials		
59.04.9	Other:		
*59.04.910	Of cotton	40%	25%
*59.04.920	Of man-made fibres	50%	25%
*59.04.99	Of other materials:		
59.04.991	Reaper and binder twine	17½%	10%
59.04.999	Other	30%	10%

* Given for information only; does not form part of the reference.

The Special Advisory Authority is required to report within 30 days of the date of the reference (i.e. June 11).

In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. 01-930 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319 or 2318), quoting reference No. CRE 1057/68.

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred the following question to the Tariff Board for inquiry and report before October 1, 1968:

Whether, having regard to the objectives and other provisions of the New Zealand-Australia Free Trade Agreement the inclusion of any of the following goods in Schedule A of that Agreement would be seriously detrimental to an Australian industry:

Lawn mowers with self-contained power of the cylinder (reel) type (tariff item 84.25.14).

This reference has been made as a result of representations by local industry.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
84.25	Harvesting and threshing machinery; straw and fodder presses; hay or grass mowers; winnowing and similar cleaning machines for seed, grain or leguminous vegetables and egg-grading and other grading machines for agricultural produce (other than machinery of a kind used in the bread grain milling industry falling within item 84.29):		
84.25·14	Lawnmowers with self-contained power:		
84.25.141	Driven by air-cooled internal combustion engines not exceeding 10 brake horse-power	45%	30%
84.25.149	Other	50% Primage 10%	27½% Primage 5%

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference number CRE 1063/68.

WE CARE
FOR YOUR CARGO

We have been shipowners for more than a century: we have a fast modern fleet of cargo liners serving WEST INDIES, GUYANA, VENEZUELA, COLOMBIA, MEXICO, GUATEMALA, BRITISH HONDURAS, U.S. GULF PORTS, and SOUTH and EAST AFRICA.

Harrison Line

THOS. & JAS. HARRISON LTD., MERSEY CHAMBERS, LIVERPOOL, 2, AND FOUNTAIN HOUSE, FENCHURCH STREET, LONDON, E.C.3.

Turn left for the Outback, Snowy Mountains, Northern Territory, South Island, and Urewera Country.

Step into A.N.Z. Bank in Cornhill, and it's the next best thing to being in Australia or New Zealand.

Our four London offices can probably provide as many facts and figures, about investment and setting up Down Under, as you're likely to learn from a week in Sydney or chatting to a few people in Auckland.

If you find the prospects aren't what you thought, A.N.Z. Bank will have saved you a nasty vaccination stab, about three days stuck inside an aeroplane and a good bit of cash.

On the other hand, if prospects still look ripe, we'll have saved you a good bit of groundwork. And you won't waste your first week out there asking the questions we could have answered in London.

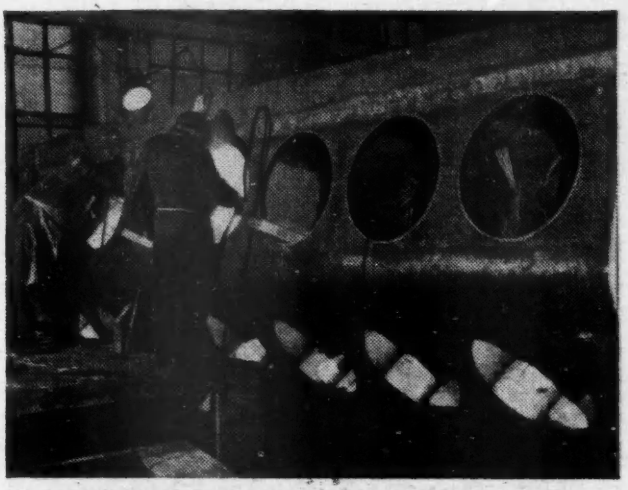
Of course, your questions may not be about the length of an oil drilling lease, the cost of air freight from Broken Hill to Melbourne or the advantages of a proprietary limited company. You may just want to know how hot it gets in Adelaide or what to tip a cab driver in Christchurch. We can answer that, too, in a little book we call 'The Business Man's Guide'. The big questions are answered in many other specific booklets, all available free.

Talk to the *locals*, A.N.Z. Bank in London.

A.N.Z. Bank

Australia and New Zealand Bank Limited.
Head Office: 71 Cornhill, London, E.C.3.
Telephone: 01-283 1281 Over 1,100 branches and agencies

Other London branches at:
20 Grafton Street, W.1. 01-493 8791
15 Great Cumberland Place, W.1. 01-723 4271
263 Strand, W.C.2. 01-405 3688



Welding stiffeners on a Crossley SEMT Pielstick 14 cylinder marine engine with British Oxygen Company Ferron electrodes at Crossley-Premier Engines Limited, Manchester. The engine is being built for a New Zealand customer. These engines with an all-welded main frame cover a power range of 2,000 to 9,000 b.h.p. Crossley's use BOC Ferron and Ferronmax electrodes for all manual arc welding on these crankcases.

JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the addition of the following new items:
'156. Chocolate, confectionery.
157. Ceiling tiles of any material, pre-cut or in sheets.
158. Christmas tree lighting sets',

(ii) by the deletion of sub-paragraph (v). (Building hardware) from item 72. (Metal, manufactures of) and the substitution therefor of the following:
'(v). Building hardware and parts thereof, as follows: rim, mortice, dead, tubular, drawer and cupboard locks; padlocks; night latches; door closers; hinges; hasps and staples; tower bolts; handles; rod-mounting sockets; key-hole escutcheons; mirror fittings; picture hooks; gate hooks; knobs and catches', and

(iii) by the addition of the following new sub-paragraph to item 72. (Metal, manufactures of):
'(w). Welded wire fabric (as for reinforcing)'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE LIST of Exceptions to the Trinidad and Tobago Open General Licence has been further amended:

(i) by the addition of the following new item:
599-02.011 Insecticides, and

(ii) by the deletion of item 841-03.05 and the substitution therefor of the following:
841-03.05 } Cardigans, sweaters, pullovers, tee-shirts and
841-03.06 } all other knitted items.

The Trinidad and Tobago Ministry of Industry and Commerce have also announced that it is proposed to allocate quotas for the importation into Trinidad and Tobago of insecticides classified under item 599-02.011 with the exception of agricultural and industrial insecticides.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

BARBADOS

Import licensing arrangements

THE LIST OF EXCEPTIONS to the Barbados Open General Licence has been further amended by the addition of the following new items:

Boxer shorts (underwear), men's and boys'; shorts (underwear), men's and boys', knitted; vests (underwear), knitted; tee shirts, knitted; polo shirts, knitted; shirts, men's and boys' knitted; shirts, women's and girls', knitted; blouses, knitted; half slips; whole slips; panties; brassieres; girdles; swim suits; pyjamas, men's and boys'; pyjamas, women's and girls'; nightgowns; housecoats; dresses; slacks, men's and boys'; slacks, women's and girls'; shorts (outwear), men's and boys'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays, (Tel, City 5757, Ext. 368, or Telex No. 886143.

MEXICO

"Comercio Mundial e Integracion" is a monthly magazine, published in Mexico City, specialised in foreign trade, industry and economic Latin American Integration.

The circulation of "Comercio Mundial e Integracion", is planned to reach the people that take the important economic decisions in Mexico and Latin America. This includes managing businessmen, Government officials and technicians, that have themselves a high purchasing power.

55% of the total output of the magazine stays in Mexico and the rest is distributed in Central and South America.

"Comercio Mundial e Integracion", represents the effort of Latin American economic operators to get in touch with each other, using Latin American economical business-analysis from Latin American sources.

Advertising rates are quite low, in comparison with other informative media, and without modesty, it can be said that no other publication in Latin America reaches this specialised market more effectively.

Rates and other details on request.

Enquiries to:

PUBLISHING & DISTRIBUTING CO. LTD.,
MITRE HOUSE, 177 REGENT STREET, LONDON, W.1.
Tel: REGent 6534/5 Telex 21206 PUBDISCO

Win specialist market knowledge

SCHEDULED CARGO SERVICES TO PENANG • PORT SWETTENHAM
MALACCA • SINGAPORE • DJAKARTA • BANGKOK • KUCHING • LABUAN
KOTA KINABALU (JESSELTON) • SANDAKAN • TAWAU • MANILA
ILOILO • CEBU • HONG KONG • KAOHSIUNG • KEELUNG • PUSAN
NAGASAKI • MOJI • KOBE • NAGOYA • SHIMIZU • YOKOHAMA • OTARU
FROM GRANGEMOUTH • MIDDLESBROUGH • HULL • LONDON
SOUTHAMPTON • HAMBURG • BREMEN • ROTTERDAM • ANTWERP • HAVRE

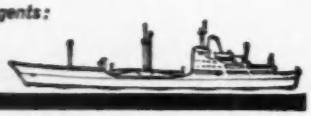
with Ben Line 'exportise'

Yes—a shipping line can help you grasp new export opportunities! Ben Line are specialists; pioneered Far Eastern trading and still lead the way; introduced 21-knot vessels; lead with modern facilities for rapid handling of both general and special cargoes; have new dock arrangements to speed loading and vehicle turnround. Can give you specialised market advice and fast, regular sailings—from so many 'home' ports to so many destinations.
Better ship Ben Line faster to the Far East.

BEN LINE

Managers: Wm. Thomson & Co, Edinburgh

London Agents,
Loading Brokers and Passenger Agents:
Killick Martin & Co Ltd,
20 Mark Lane, London EC3
Telephone 01-623 3100



IPD
Overseas Newspapers and Periodicals

WE PUBLISH ANNUALLY a 2 vol. book listing directories and 3,000 overseas newspapers and periodicals, £3.

PORTUGUESE EAST AFRICA

For the expansion of your sales in PORTUGUESE EAST AFRICA advertise in

DIARIO de Moçambique

P.O. Box 643 BEIRA Telegrams Diario

The newspaper with the biggest circulation in the centre and Northern Territories in Portuguese Africa.

The favourite paper with trade, industrial and agricultural interests. Special section dealing with economics and finance including three times weekly.

SOLE REPRESENTATIVES:—
PUBLISHING & DISTRIBUTING CO. LTD.
177 REGENT STREET, LONDON, W.1
Tel.: REGent 6534/5

Seated at the signing of an agreement in Hong Kong for the building of two 19,000-ton dw bulk carriers for World-Wide (Shipping) Ltd. by the Scott-Lithgow Group of Greenock are (left) Mr. Y. K. Pao, governing director of World-Wide, and Mr. M. A. Sinclair Scott, chairman of the shipbuilding firm. Standing in the left background is Mr. M. P. V. Hannam, Principal British Trade Commissioner, who held a reception to celebrate the contract. The order is the first of what Scotts intend will be a continuing series of major contracts with Hong Kong shipowners.

Watched by Mr. Donald Hagenbach, managing director of Windboats Ltd., Wroxham (left) and Mr. Mel Boyd, a director of Fearn Foods Inc. of Illinois (right), Mr. John Shickley, Fearn Foods president, raises a bottle of champagne before smashing it across the bows of the Seacrete trawler he named after a grand-daughter. The American firm is financing a new shrimp and lobster fishing project in Somalia.

Fair Packaging and Labelling Act — soft drinks in bottles

THE *Board of Trade Journal* of January 5 gave information about a proposal of the United States Department of Health, Education and Welfare, to amend the regulations under the Fair Packaging and Labelling Act with regard to the labelling of soft drinks in bottles.

After consideration of all the comments received on this proposal, the Department of Health, Education and Welfare has now issued an amendment to Section 1.1c of the regulations, effective July 3, 1968, to exempt soft drinks in bottles from certain of the labelling requirements of the Act.

Any person who will be adversely affected by this amendment to the regulations may file written objections with the Department of Health, Education and Welfare before June 6, 1968.

Copies of the amendment together with details of the procedure for filing objections may be obtained from the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards — tyres for passenger cars

THE UNITED STATES Federal Highway Administration has given advance notice of proposals to establish a uniform quality grading system for tyres and a requirement that quality grading information should be made available to the purchaser of each new tyre manufactured after August 31, 1969, and to the purchaser of each new motor vehicle manufactured after December 31, 1969. This regulation would require tyres manufactured after August 31, 1969, to be permanently and conspicuously labelled on the sidewall with the quality grades determined under the quality grading system.

The Federal Highway Administration has invited interested persons to participate in the making of this regulation by submitting written comments and data before June 15, 1968.

Copies of the advance notice giving details of the type of information requested and the procedures for submitting comments to the United States authorities may be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

'Of a class or kind made in Canada':

Surfacing or veil mat of glass fibres or filaments, up to and including 38 in. in width of a thickness not exceeding 0.020 in.

(Ruling effective June 17, 1968.)

Reinforcing made of glass fibres or filaments, irrespective of width, has been ruled previously to be of a kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D51-26-1 dated May 16, 1968.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks — 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

"Isn't it time we discovered Canada Rawlings?"

"What do you mean, Sir?"

Seems to me Canada offers some first class opportunities for expanding our business. Well sir, I am aware that Canada has a population of 20 million and has a standard of living second only to that of the U.S.A. **Yes, yes, yes Rawlings—but how about trading conditions, plant sites, distribution, marketing—what do you know about these?** Nothing sir—but . . . **Speak Rawlings . . .** The Bank of Montreal will know all the answers to these questions, sir . . . they are a mine of information—nothing is too much trouble. **Get on to them Rawlings before our export department draws another breath . . . and Rawlings—oh, he's gone . . .**

If you're thinking of selling to Canada, the Bank of Montreal, which has a network of over 1,000 branches, will be glad to supply all the marketing facts and figures you need. Any of the following booklets can also be obtained on request: **'Your Guide to Establishing a Business in Canada', 'Taxation in Canada', 'Canada Today'**

Our services include: Commercial Letters of Credit · Foreign Exchange Transactions Money Transfers · Credit Information · Marketing.

Bank of Montreal
Canada's First Bank

Main London Office:
47 Threadneedle Street · EC2
Tel: 01-588 1561
West End Office:
9 Waterloo Place · SW1
Tel: 01-930 3081

Customs notices of interest to exporters

THE FOLLOWING Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, King's Beam House, Mark Lane, London, E.C.3.

General Notice

49 Temporary importations: International Co-operation.

77E (Re-issued February 1966) Purchase Tax – Exports.

106 Temporary Exportation of Commercial Samples.

113 Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.

118 Samples required for the purpose of promoting exports from the United Kingdom: admission without payment of Customs Duty and/or Purchase Tax.

206 Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.

207 Reimported goods: relief from Customs Duty and Purchase Tax.

210 Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.

215 Relief from Customs Duty and Purchase Tax on importations of goods intended for export which are not otherwise eligible for relief.

299 ATA Carnets for temporarily imported goods.

SN6 Notice to Passenger (Exchange Control and Export Licensing).

Drawback

7 Drawback on mixed or blended beers when exported or deposited in bonded warehouse.

131 Sugar Act, 1956. Sugar Surcharge Repayments and Distribution Repayments in respect of British Manufactured Composite Goods.
Procedure to be followed on a change in rate of Surcharge or Distribution Payment.

171 Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.

172 Drawback on hydrocarbon oils.

217 The main conditions and procedures under which drawback of duty paid under the Import Duties Act, 1958, may be claimed on the exportation of the classes and descriptions of goods set out in HM Customs and Excise Tariff, Part 6 B.

224 The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.

251 Remission or repayment of the Temporary Charge on Imports.

291 Claims for drawback on goods exported where there has been a variation in the duty rate.

372 Authorization of signatories to drawback claims.

430 Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.

403A Supplementary Table of Rates of Sugar Surcharge, Distribution Payments and Corresponding Repayments.

432 Sugar Act, 1956. Surcharge, Distribution Payments and Corresponding Repayments.

Export Rebates

435 Schedule of Rates.

436 General outline of scheme and procedure for claiming.

437 Ships and Aircraft.

GEEST LINE

FOR THE FAST DIRECT SERVICE

TWICE EVERY WEEK TO BARBADOS & THE WINDWARDS

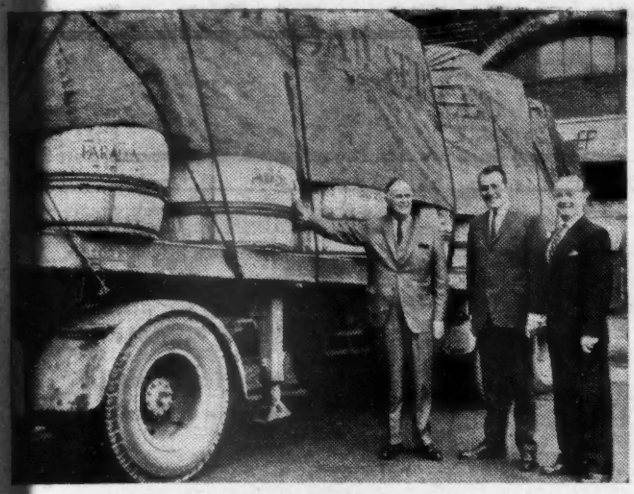
Dominica 8 days ■ Barbados 9 days

Grenada 11 days ■ St. Lucia/St. Vincent 12 days

Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3081
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Gellatly, Hankey, Sewell & Stephens Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3188. Telex 28424
Gellatly, Hankey (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 30771. Telex 47033
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. H. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778110
54 Commercial Street, Dundee. Tel: Dundee 22131. 84 Constitution Street, Leith, Edinburgh. Tel: Leith 1557



A shipment of bone china from Paragon Bone China Limited, Longton, Stoke-on-Trent, worth $100,000 retail left Hull on May 16 for Vancouver. This is the largest single shipment to one customer in the company's history. It consists of assorted patterns in the Paragon Bone China range of tea, coffee and dinnerware. For many years Paragon have been orientated to the Canadian market, and in the last five years exports to this area have doubled. Today 63 per cent of their total production goes to Canada. The picture shows a last-minute check of the bone china to leave the Stoke-on-Trent works for Canada by (from left to right): Mr. Alan Farewell, Oakley, Jackson & Farewell Ltd., the Canadian agents for Paragon; Mr. David Wild, managing director of Paragon; and Mr. A. R. Roberts, general manager of Paragon Bone China Limited.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

IMPORT ASSISTANT

A vacancy has arisen for a young man aged 22-26, educated to 'A' level/degree standard, to handle import work in our Head Office.

A knowledge of customs procedures is essential, and the successful candidate should have a minimum of two years' experience either with shipping agents or in industry. Duties will include liaison with production planning departments throughout the United Kingdom, and with outside shipping agents.

An attractive starting salary will be paid and there are other excellent employee benefits including pension scheme, and free life assurance. Please write with experience to date to:—

N. E. Hampel, Personnel Officer, 3M Company Ltd., 3M House, Wigmore Street, London, W.1.

EXPORT IMPORT

CLEANING WASTE LIMITED.

FALKLAND ROAD, HARRINGAY, LONDON, N.8.

FOR ALL GRADES OF CLEANING RAGS, COTTON WASTE ETC.,

TELEPHONE: 01-340 3411

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	29 Mar. 1968
Aircraft noise at Heathrow Airport (Q)	22 Mar. 1968
Mileage and traffic (M)	15 Mar. 1968
Trade by air (6-M)	22 Mar. 1968
Balance of payments (Q)	13 Sept. 1967
Bankruptcy orders (Q)	10 May 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	5 April 1968
Distributive and service trades (A)	23 Feb. 1968
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	17 May 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	3 May 1968
New companies registered:	
Gt. Britain (M)	3 May 1968
N. Ireland (M)	26 April 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	10 May 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	29 Mar. 1968
Production, exports and orders (M)	26 April 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund Agency returns (M)	3 May 1968
Cinema admissions and takings (M)	10 May 1968
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	3 May 1968
Registration of films (A)	23 Feb. 1968
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	8 Mar. 1968
Household consumption (Q)	10 May 1968
Footwear industry orders (M)	17 May 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	9 Feb. 1968
Trends in export of manufactures (A)	27 Oct. 1967
World trade and production (Q)	3 May 1968
Foreign trade of the UK:	
Unit value and volume index nos. (M)	17 May 1968
Value of overseas trade (M)	This week
Value of overseas trade: analysis of trends (Q)	10 May 1968
Gold and convertible currency reserves (M)	10 May 1968
Hairdressing trades turnover (M)	17 May 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	17 May 1968
Business (M)	10 May 1968
Industrial building provisional figures (Q)	26 April 1968
Industrial production:	
Index nos. (M)	26 April 1968
N. Ireland index (M)	26 April 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	19 April 1968
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	17 May 1968
Machine tools deliveries and orders (M)	10 May 1968
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 May 1968
Production (M)	10 May 1968
Motor industry:	
Car and commercial vehicle production (M)	26 April 1968
Motor trades turnover (M)	This week
Nationalized industries overdrafts (M)	2 Feb. 1968
Partnerships registered (A)	10 Feb. 1967
Pension Funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Mar. 1968
Retail prices index (M)	26 April 1968
Retail trade:	
Index nos. (M)	10 May 1968
N. Ireland index (M)	3 May 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	19 April 1968
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	5 April 1968
Retail (M)	10 May 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	This week
Wholesale houses sales (M)	17 May 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	This week
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	3 May 1968
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	17 May 1968

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	3 May 1968
Board of Trade Regional organization	3 May 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	15 Mar. 1968
Customs notices of interest to exporters	This week
Directory of Board of Trade Departments and their work	29 Mar. 1968
ECGD head offices	9 Feb. 1967
Official Receivers' Offices	16 Dec. 1967
United States Consular offices in the UK	17 June 1966

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

PLASTICS

"Perspex", P.V.C., Nylon, P.T.F.E., Polythene, A.B.S., etc., in Sheets, Rods, Blocks and Tubes.

WHATEVER THE DESIGN we can quickly supply most of your PLASTIC needs. For over 20 years we have been machining, moulding and fabricating thermoplastic materials and our wide experience is at your disposal. Even if we don't SELL it we may be able to TELL you where to get it.
Send for descriptive literature: IF IT'S PLASTIC—ASK

PRECISION PRODUCTS LEEDS LTD.,
77-79 Kirkstall Road, Leeds 3. Tel: 34661-2-3.

SCRAP YOUR AIR FILTERS & STEAM TRAPS

ONLY 0.01% WATER ESCAPES INTO YOUR COMPRESSED AIR SYSTEM THROUGH THE NEW VORTEX PIPELINE SEPARATOR

Carruthers

Send now for FREE 34-page DATA MANUAL

J. H. CARRUTHERS & CO. LTD.
College Milton, East Kilbride, Glasgow
Phone: EAST KILBRIDE 20591
Telex: 77782

STEELTUBE

Precision Steel Tube for the AUTOMOBILE & FURNITURE industries.
Enquiries invited from all trades.

Barton Conduits Limited Walsall Staffs
Tel: Walsall 26581

BARTON

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance.
Orders for advertisements in this section should be addressed to HM Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.
Replies to Box Numbers should be addressed to: Box No.—Board of Trade Journal, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1.

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel: Simonswood 2157 (6 lines).

FOR SALE. 20,000 All Wool Blankets Ex Government Surplus. Size 60 in. x 87 in., Weight 4 lbs. Contact A. M. Mason & Co., Manchester CENtral 1608.

'FLASH' Carton Case Opener. The opening of Fibreboard Cases, a task of some difficulty, time and waste, effected quickly and efficiently by the use of this simple hand tool. Also Commercial and Industrial Stapling Equipment. The Flash Carton Opener Co. Ltd., Ambleside Avenue, London, S.W.16. STReatham 0308-5960.

SCOTCH WHISKY NOVELTY - The Smallest Bottle of Scotch Whisky in the World! In a Matchbox in Fact! Home and Overseas Inquiries Welcome. Cumbrae Supply Co., Paisley, Scotland.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes, expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 7-11 Linenhall Street, Belfast, 1, or through any bookseller.

© Crown Copyright 1968

Short extracts can be published without specific permission providing that the source is duly acknowledged.

Subscriptions and sales inquiries should be addressed to the publishers at any of the above addresses.

Editorial Communications should be addressed to the Editor, *Board of Trade Journal*, Room 127, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2654).

The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.

Advertisements. Inquiries from the London Postal Area concerning the insertion of advertisements should be addressed to Her Majesty's Stationery Office, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147). Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw and Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon St., London, E.C.4 (Tel. 01-248 3718).

The Government will accept no responsibility for any of the statements in the advertisements and the inclusion of any particular advertisement is no guarantee that the goods or the service advertised herein have official approval.

Reprints of articles. Reprints from the *Board of Trade Journal*, which should be ordered within one week of publication, cost £3 0s. 0d. per page (or part) for 250 copies, carriage extra. (Larger quantities 5s. 0d. per page for each additional 125 copies.)

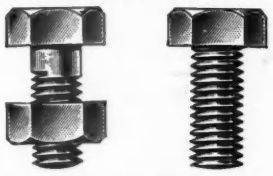
Orders for reprints should be addressed to the Director of Publications (P.1), Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1.

Registered as a Newspaper. Published by Her Majesty's Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1, for the Board of Trade, 1 Victoria Street, London, S.W.1.
Printed in England by Merritt & Hatcher Ltd., London.
(K102) S.O. Code No. 72-3714.

BRITISH GOVERNMENT CONTRACTORS

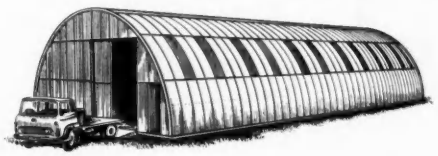
These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



Abis & Co (Birmingham) Ltd.
Dennis Road, Sparkbrook, Birmingham, 12
Telephone: South 3781 (6 lines)
Trunk Dial, 021-449 3781

NEW ALL STEEL "SUPER ROMNEY" BUILDINGS



35 ft. span. 17 ft. 6 ins. high to centre. Any length in multiples of 8ft. Large sliding doors 13 ft. high x 10 ft. 8 ins. wide. Separate access doors.

As supplied to Contractors—Government Departments — Port Authorities — etc. throughout the world.

Also available. Nissen Type Buildings 16 ft., 24 ft. and 30 ft. span. Any length in multiples of 6 ft.

NAYLORS (BILSTON) LTD., 204 Wolverhampton Street, Bilston, Staffs.
Phone: Bilston 41689, 42448

Fabricators in sheet steel and plate, stainless steel, aluminium
Argon arc welding
Tank manufacturers, Prototype work
Forming, dishing, louvring, nibbling, slotting and flanging
8' press brake capacity. Site welding

C. E. Turner (Engineers) Ltd
Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

A must for all British exporters
Published daily, Monday to Friday giving up-to-date details of Calls for Tenders for all types of commodities and services from overseas countries. A special supplement 'World Economic Comments' is also issued quarterly.

Export Service Bulletin
Board of Trade
Export Services Branch
Hillgate House, 35 Old Bailey, EC4
Telephone: CITy 5757 Ext. 7058

Screwing machines
For Bolts and Pipes
Portable, for hand and power.
As used by railways, docks, public works and engineers.

James N. Durie & Co. Ltd.
106 Dockfields Road Shipley, Yorks.
Shipley 53388

Shipping—Forwarding—Airfreight and Insurance Agents.
Scientific Packaging Engineers.
Approved by the Ministry of Defence (Army), and the Ministry of Technology.
Suppliers of Packaging Materials.
Case Makers and Export Packers.
TIR Delivery Service to the Continent.

Consult: T.E.P.

Trading Estate Packers Limited, 446, Bath Road, Cippenham, Slough, Bucks.
Tel: Burnham 1594
Telex: 84314.

General sheet metal workers metal polishers to the trade
Cutting capacity 10' x $\frac{1}{4}$"
Brake Press 10' x $\frac{1}{8}$"

Leslie T. Clark
(Stainless Steel Fabrications) **Ltd.**
Fresh Wharf, Highbridge Road, Barking, Essex.
Telephone: RIPpleway 5666-7-8
Member of the Stainless Steel Fabricators' Association

S.O.S.

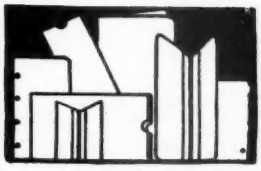
Don't be lost for words on the Export market.

We are here, with our panel of specialist linguists in all languages, to help you broaden your export field.

TRANSLATING, INTERPRETING
DESIGN + PRINTING
LANGUAGE CONSULTATION
OF ANY KIND

It is S.O.S. for

Spanimex Overseas Secretariat Limited
Town Hall Chambers
32-34 Borough High Street,
London S.E.1
Telephone: HOP 2141



PVC Wallets and Containers

Loose leaf binders, salesmen's albums, document cases, cheque book and travel cheque holders, note cases, pocket wallets, conference wallets, swatch covers, advertising gifts, etc.

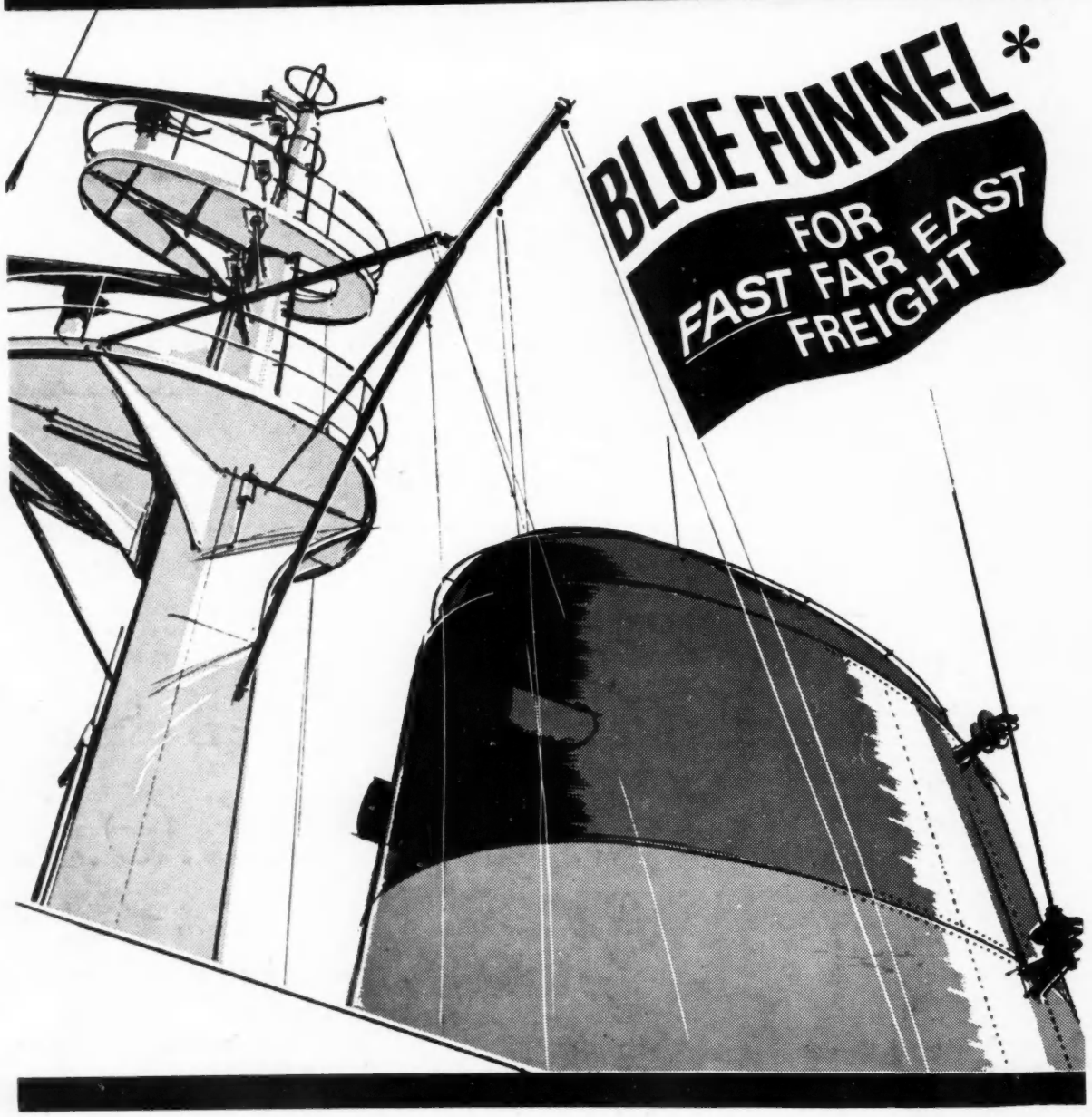
Academy Plastics Ltd
25-29 Roundwood Rd., London, NW10
Telephone: 01-459 5277

consistently good . . .

Conveyor, Elevator and Drive Belting. All types of Industrial Hose, Rubber Floors, Surgical Equipment, Sheeting, Mouldings, Mechanicals, Mats and Matting. Natural and Synthetic Rubber Components of all kinds. Sponge Rubber Manufacturers, Fabric Proofers, Latex Products, etc. etc.

LEYLAND **rubber components**

THE LEYLAND & BIRMINGHAM RUBBER CO. LTD., LEYLAND. LANCS. (& BRANCHES) TEL. LEYLAND 21434.



Sailings per month from Liverpool	To	From
Malaysia	▪▪▪	▪▪▪▪▪
Singapore	▪▪▪▪	▪▪▪▪▪▪
Bangkok	▪▪	▪
Hong Kong	▪▪▪▪▪	▪▪▪▪
Manila	▪▪▪	▪▪▪
Sabah	▪	▪
China	▪▪	▪▪
Ceylon		▪▪▪▪▪
Japan	▪▪▪▪	▪▪▪
Taiwan	▪	▪

* Our fine new Berths on Merseyside provide efficient and fast handling of your exports—ask your drivers!

BLUE FUNNEL LINE

INDIA BUILDINGS, LIVERPOOL, 2.
TEL. 051 236 5630 TELEX 62236